Board of Trade Journal

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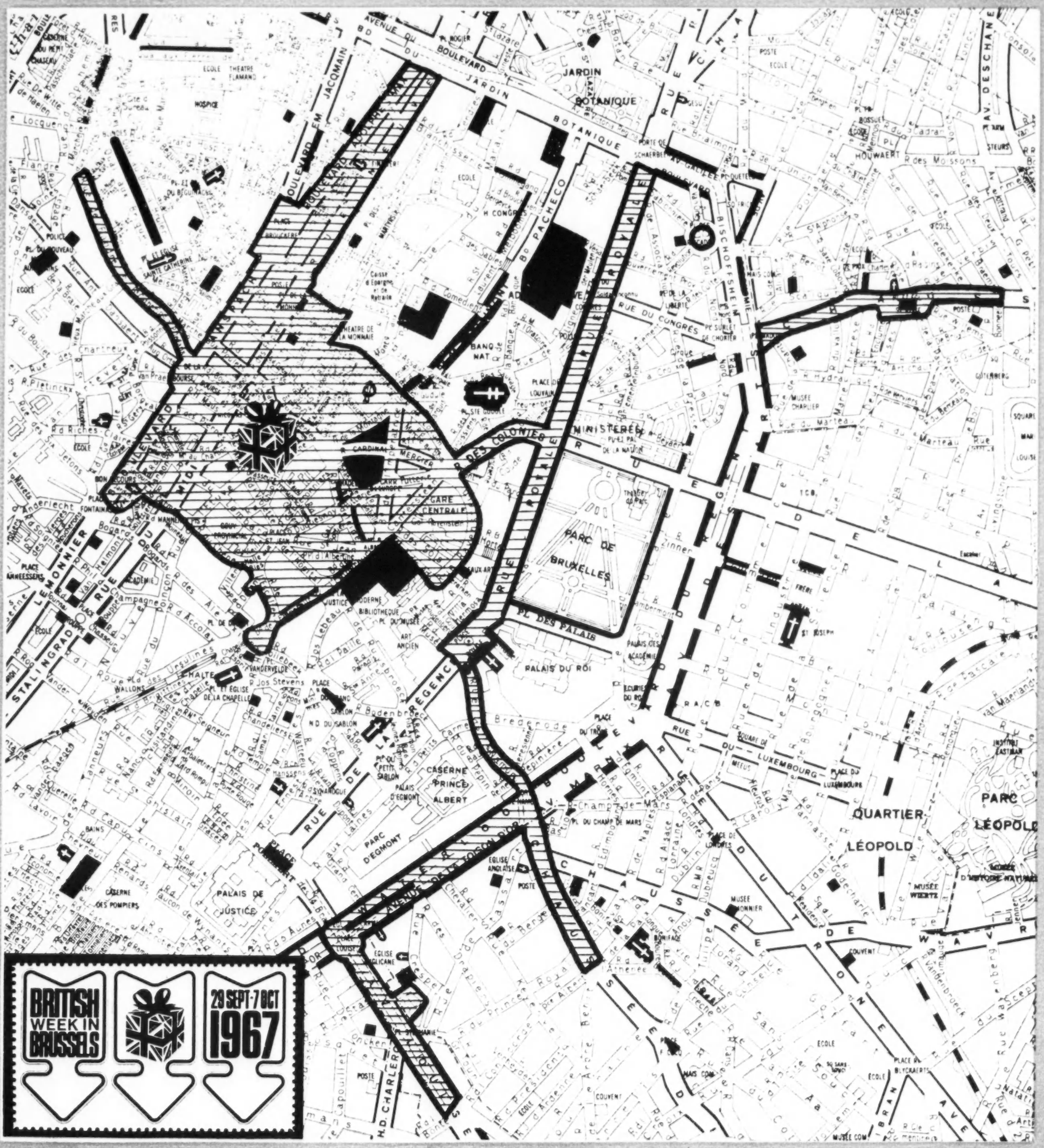
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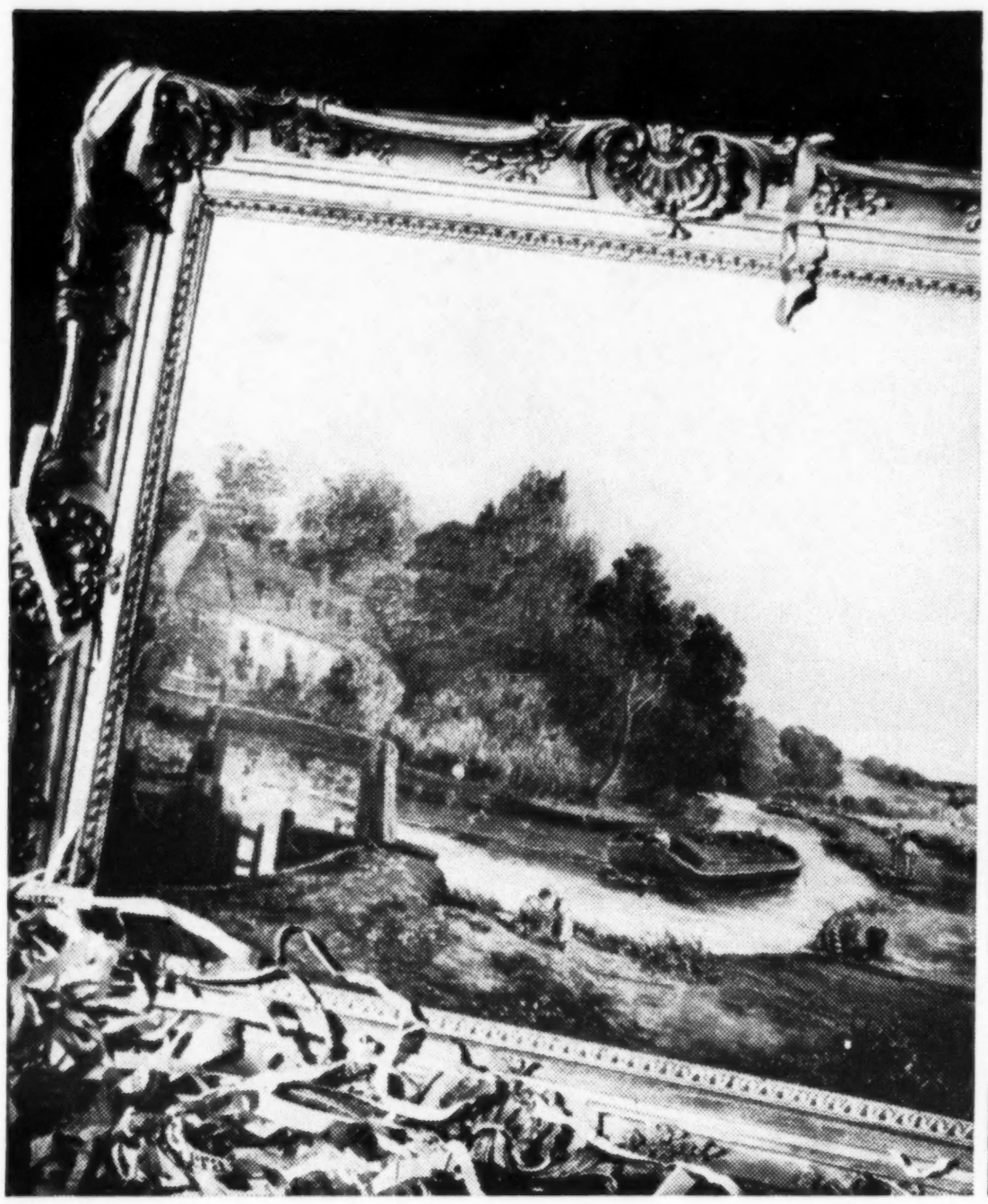

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Commercial Services for Exporters – 10. The importance of educating for export 1371
Prime Minister urges industry to build up investment . . 1372
Action conference on exports to United States 1373
Study of movement of British exports to Europe . . . 1373
OECD Ministerial meeting 1374
The Kennedy Round 1374
Export List, 1967 1374
Statistical Classification for Imported Goods and for Re-exported Goods, 1967 1374
New export club 1374
End of temporary import charge 1375
The Import Duties (General) (No. 9) Order, 1966 . . . 1375
Import duty drawbacks 1375
Import duty: sisal, etc. 1375
Change of address: Import Licensing Branch 1375
Applications for temporary exemption from import duty . 1375
Open General Licence for some iron and steel scrap exports . 1376
Purchase tax: drugs and medicines 1376
New Chairman of Cinematograph Films Council 1376
The Duke of Edinburgh's third Commonwealth Study Conference 1376
Mr. Mason presents Aerodrome Fire Service Efficiency Trophy 1376
£10 million London cargo terminal 1376
Investment grants offices opened 1377
Information on the Development Areas 1377
ICI's £4½ m. urea plant commissioned 1377
Consumer Council and Chambers's Encyclopaedia . . . 1379
Performing Right Tribunal 1379
Parliamentary Answers 1380
British commercial representatives overseas 1381
Reports in Science Abroad 1381
Government surplus sales by auction 1382

STATISTICS
The economy: selected indicators 1383
Industrial countries' trade and production in the second quarter 1384
Business Monitor: Production Series 1387
N. Ireland index of industrial production 1387
Registration of British and foreign films 1387
Turnover of the motor trades in September 1388
Overdrafts of the nationalized industries 1388
Cinema admission in October 1388
Retail sales in N. Ireland 1389
Production of man-made fibres in October 1389
DEA progress report on 'Part IV' 1389
Private pension funds' investment falls in third quarter . . 1390

EXHIBITIONS AND FAIRS
Australian National Field Days 1392
Princess Margaret to open British Week in Brussels . . 1392
Scottish Industries Exhibitions' new chairman . . . 1392
To visit Smithfield Show 1393
A good start for the Engineers' Day 1393
Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world 1394

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Anglo-New Zealand trade agreement. Rumania and France . 1399
Hints to businessmen booklets. Film show facilities in Warsaw 1399
Information for exporters 1400
Export Tours 1404
Export Orders 1404

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Argentina: Rate of exchange 1412
Australia: Revision of Customs by-laws 1409
Brazil: Customs tariff. Transfer of goods from Special to General Import Category 1412
European Economic Community: Common agricultural policy – oils and fats. Further translations of EEC Regulations. Regulation for trade in processed agricultural products . 1406
France: Duty quota for vanadic pentoxide 1406
India: Export duties on tea 1408
Italy: Duty reduced quota 1406
Jamaica: Industrial Incentives Law, 1956. Export Industries Encouragement Law, 1956 1412
Laos: British Government aid 1408
New Zealand: Revocation of some tariff concessions on articles and materials 1410
Nigeria: Customs tariff amendment 1414
Singapore: Pioneer Industries Ordinance 1408
South Africa, Republic of: Customs tariff changes . . . 1411
Spain: Opening of global quotas 1407
Turkey: Global import quotas and liberalization lists . . 1407
United States: Disposal of various commodities. Antifriction bearings and parts. Rubber tyre industry. Labelling and advertising of wine 1412

INDEX TO STATISTICS 1415

Front cover photograph

The shaded area of this map of Brussels shows that part of the city which will be directly affected by British Week in Brussels, to be held between September 29 and October 7 next year. Already British Week is achieving a lot of local support, and it is scheduled to be opened by HRH Princess Margaret. Five-thousand copies of the map are currently being distributed in Brussels as part of the programme for advertising the British Week. (*See also page* 1392 *of this issue*).

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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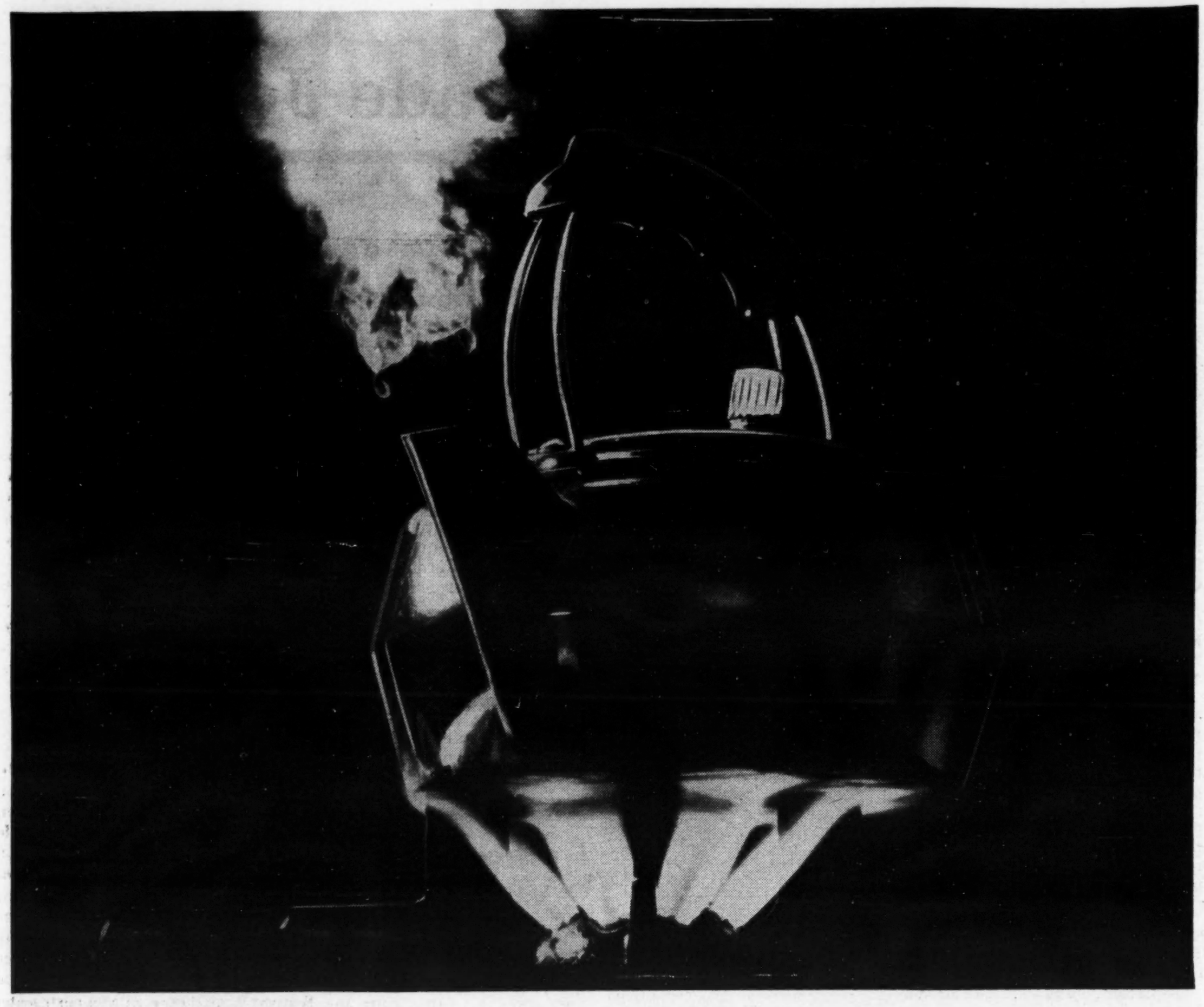

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HIGH SPEED GAS

COMMERCIAL SERVICES FOR EXPORTERS – 10

The importance of educating for export

By Alfred J. Townsend, CBE, Director and General Secretary, Institute of Export.

THE INSTITUTE OF EXPORT was incorporated as a non-profit-making, professional body in 1935, on the initiative of members of the British Export Society which had itself been established 12 years previously by a small group of export directors and managers seeking to procure and promote wider knowledge of the specialized techniques necessary in overseas trading after World War I. The Institute's present membership consists primarily of professional export men and women associated at home and abroad with manufacturing companies, merchant houses and other export organizations. It also extends to certain categories of bankers, civil servants, shipowners, shipping agents, advertising agents and other occupations with export trade.

During the 31 years of its life the Institute, in the face of much apathy and many discouragements, has procured the inauguration of education and training in the requirements of export trade upon a national basis. It has established a syllabus of education upon which examinations has been conducted nationally each year since 1946. It has sponsored and assisted in the production of a literature of export trade which was totally non-existent prior to 1935. It has become recognized as a national body equipped to canalize information on the problems of exporting, and to disseminate such information to all sections of the export community. It has brought individuals engaged in the conduct of export, at all levels, in all industries and in all territories, into close and regular association with their fellows.

Education in the requirements of export trade (using the word 'education' in the widest possible sense) forms the principal *raison d'être* of the Institute as it did of the British Export Society. For the Institute's present membership of some 6,000 professionals (not '*subscribers*') a regular programme of meetings and conferences is arranged from the London headquarters and by the provincial branches operating from centres established at Birmingham, Coventry, Hull, Leeds, Liverpool, Manchester, Newcastle and Sheffield.

In addition, members of the Institute have been prominent in the organization and maintenance of the export 'clubs' which have been set up in various parts of the British Isles during the past 10 years. It was once said that acquisition of export *expertize*, which may take 'half a lifetime to the businessman working alone, need take only a fraction of that time to the man who is constantly benefiting by the experience of others through free and frequent interchange of knowledge'. The provision of encouragement and of facilities for such an interchange has always been regarded as the main plank in the Institute's platform of national service through 'adult' education.

But, important though regular association and the constant exchange of ideas may be for the 'adults' within British exporting. it is also with the correct training of the next generation of export men and women that the Institute has been concerned since its inception. The Institute's present examination syllabus was evolved in 1946, with the collaboration (which has been maintained ever since) of the then Federation of British Industries, the Association of British Chambers of Commerce, the then National Union of Manufacturers, the Association of Principals of Technical Institutions and the Association of Technical Institutes.

Would-be students must have obtained five GCE 'O' level passes (two of which must be in English, economics or mathematics) or their equivalent, before registration. The Institute's own examinations, held in May and September of each year, are divided into an intermediate and two finals, covering a total of 13 subjects. Principal emphasis in the syllabus is devoted to the 'technical' subjects, of export practice, principles of marketing overseas and finance of foreign trade, but it is recognized that every potential exporter must possess a good knowledge of the structure of commerce, of international economics and of commercial geography, of insurance as it applies to export transactions and cargoes, and of the law as it affects the carriage of goods.

Courses of instruction

At the present time more than 50 colleges of commerce, or technical or technological colleges conduct (commonly with the collaboration of senior members of the Institute) courses of instruction leading to the examinations. In order to procure the widest possible spread of tuition in present circumstances the majority of such courses are offered on an evening class basis – an arrangement which possesses the twofold disadvantage that students receive their training at a time of day when, because of occupational tiredness, they are not at their best, and that the minimum period of training desirable if three examinations are to be completed must be three calendar years. However, with the advent on the national scene of such examinations as those for national diplomas and certificates in business studies, and the increasing provision by colleges and by enlightened employers of facilities for receiving tuition on 'sandwich', 'day-release' and even 'whole-time' bases, it has become possible, without any lowering of the standards which the Institute has established, to extend an increasing number of subject-for-subject exemptions to adequately qualified students and thus to reduce considerably the period of time between enrolment and completion of the prescribed examinations.

In 1945 the number of students offering themselves for the examinations of the Institute was 12! By 1955 the number had increased to more than 600 and in 1966 almost 1,800 candidates presented themselves. A very great deal still remains to be done (and can only be done with the co-operation of industry) to ensure that the national need for a constant supply of adequately trained export personnel can be satisfied upon a truly national basis. The Institute has endeavoured to provide potential employers in any part of the British Isles with a uniform yardstick by which the academic knowledge and examination attainments of any applicant for employment in an export capacity may be fairly ascertained. The increasing number of British companies engaged in the export field who currently emulate the British banks and insurance companies in making studentship and membership of their

(*Continued at foot of next page*)

Prime Minister urges industry to build up investment

'FAR TOO MANY firms are squealing before they are hurt', said Mr. Harold Wilson, the Prime Minister, speaking at a dinner of the British Electrical and Allied Manufacturers' Association in London on November 28. He criticized these firms for cutting back their own investment programmes because of 'some vague malaise created by reading reports of what is going on, or may be going on in other industries.' Emphasizing that some of the electrical industry's biggest problems at the moment were affected by the present outlook for private investment and that it was a short-sighted policy on the part of many firms to be cutting back on investment programmes, the Prime Minister said that before the measures of last July there was ground for feeling that pressure on resources in this country was beginning to get out of hand and was leading to overloading of capacity and growing shortage of labour.

'The policies we have followed – and I think this will not be regarded as controversial, even if the policies are – have led to a diminution of this overloading. Indeed in various sectors of industry free capacity is developing as well as a shake-out in employment. From the national point of view this is the right time not to diminish investment orders but to increase them', he said.

Earlier the Prime Minister had congratulated the Association and the electrical industry, with which he had first entered into a relationship when he was President of the Board of Trade, on its record.

'It is an industry which while dominated by three giant firms,' he said, 'boasts many other substantial firms and a large number of smaller ones. Some of the figures will give my fellow guests an idea of its size. It employs 880,000 people. Its output last year was worth more than £2,200 million. Its exports last year reached the record total of £397 million.

'It is also the country's third largest export industry responsible for nearly 10 per cent of our total exports', said the Prime Minister. 'Last year, as I have said, you were just short of £400 million. This year, so far we are running at a somewhat higher figure'.

Mr. Wilson continued: 'I must, however, draw attention to the increasing figure for imports. In 1965 they increased much less rapidly than in the previous year but they still totalled £163 million of the kind of goods we ought to be producing. This gives a net export/import balance for electrical and allied products of £216 million last year, slightly better than the previous year. But the increase in imports in the first half of this year is disturbing, revealing an increase of more than a third in the value of imports, within your field, compared with the corresponding period of 1965. Some specialized imports are necessary for part of our modernization programme, but no-one is going to tell me that a very high proportion of these goods that you are letting into the country could not be produced by British industry competitively, if we really got down to it. This is one of the problems that the industry and the Association, the appropriate EDCs, and the Minister of Technology will, I know, want to tackle. But there are others. The comparison of net output per worker between America and Britain gives a ratio of 3:1. There will be arguments about this figure but when they have finished raging there is something here which represents a challenge to both sides of the industry, to management, and to those responsible on the other side of industry for the working practices involved.'

The Prime Minister concluded: 'The industry whose toast I am proposing is one of the pioneers, not only in exporting to Europe – one-third of your exports go to Europe – but also in links with your sister industries in Western Europe. BEAMA here have taken a lead, for example in advancing international agreement on standards, and certification arrangements – mainly through your liaison body, Organisme de Liaison des Industries Metalliques Européennes – otherwise ORGALIME.

'This work is of profound importance to our export trade, because the British electrical engineering industry is beset by many barriers to trade which have resulted from exclusively national standards. But now, this aspect of BEAMA's activities has gained even greater importance in the light of the Government's new approach to the Common Market, which I know is welcomed throughout the British electrical industry.'

Lord Nelson, president of BEAMA, was in the chair.

EDUCATING FOR EXPORT, *continued*

professional bodies a condition of continued employment and advancement has been of great encouragement to the Institute and to the very many voluntary (and honorary) workers who serve it.

The head office of the Institute is at Export House, Hallam Street, London, W.1, where a lending and reference library is maintained. Many instructional books concerned with the principles and practice of overseas trade, together with works dealing with trade and economic affairs at home and abroad may be borrowed for external study. In addition, commercial directories of many markets are filed and several hundred home and overseas publications are available for reference. A register of members is at the service of bona fide inquirers who may be desirous of filling vacancies in export departments at home and abroad. From Export House, also, is published the Institute's official monthly journal *Export*, which serves as a means of liaison between members and includes an 'Institute Service' section as a supplement to the register of members and employment register.

When formally inaugurating the Liverpool and District Branch of the Institute of Export in 1945 the late Viscount Leverhulme said that of the many thousands of institutes and institutions which then existed the Institute of Export was unique for its indispensability. Some two years later, in the same city, Mr. J. Harold Wilson, then President of the Board of Trade, said: "I am very conscious of the great work that is being done by the Institute in developing what I would call 'the profession of export' . . . . even in the period between the two world wars when in many fields we were losing our position of primacy and leadership, the development of those qualities necessary in overseas marketing was perhaps neglected and those concerned in export management, whether in the firms of merchants or on the export sides of large and small firms, came too easily to be regarded as the "forgotten men" of our export marketing arrangements. I greatly welcome what was being done during that period to develop, perhaps not a science, but certainly a profession of export. I need not tell you that it has become now more than ever necessary.'

The value and importance of effective collaboration between Government and industry are becoming increasingly recognized, and in the field of exporting Government help and guidance has been abundant. At the same time the need for private initiative and enterprise remains, and the stimulus to self-help inspired by the Institute is one which will never become superfluous. The motives which prompted the founders of the Institute are as valid today as they were in 1935; the size and influence of the Institute many times what they were when the present Prime Minister commended its activities in 1947. With the continued support and encouragement of British industry and of all who may fairly claim membership of the profession of exporting, the development of its resources will be commensurate with the tasks that lie ahead.

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Action conference on exports to United States

HRH THE DUKE OF EDINBURGH will launch a major drive on the United States market when he opens an Action Conference to be held early next year in London. This was announced in London on November 28 by Lord Watkinson, Chairman of BNEC United States.

The Action Conference is a joint enterprise of this committee and the British Institute of Management and is timed for February 9 at the London Hilton Hotel. It will be attended by 500 of Britain's leading businessmen. The theme of the conference which will be known as Britain Marketing in the United States is "How best to achieve success and maximum profits with exports to the United States'. Organized on the lines of a 'teach-in', the conference will aim at maximum audience participation. Nothing on this scale has yet been attempted in this country to plan such a major attack on the United States market by the widest possible group of British industrialists and businessmen.

Following the opening, the Duke of Edinburgh will stay through the morning session and will hear the British Minister (Commercial) from Washington, and four leading American marketing, purchasing, advertising and design specialists who are being flown in specially for the conference. They are : Mr. Anthony Ratichek, Co-ordinator of Purchases, Richardson-Merrell Inc.; Mr. Jerome Gould, President, Gould & Associates Inc.; Mr. Henry Schachte, Director and Executive Vice-President, J. Walter Thompson Company, New York; Mr. Bernard Zients, Executive Head, Gimbel's, New York.

After a buffet luncheon the conference will break into sectional meetings on the Industrial, Consumer Durable and Consumer Non-Durable market. These will be conducted respectively by Sir Leslie Rowan, deputy chairman and managing director of Vickers; Mr. H. J. L. Suffield, deputy managing director of The British Motor Corporation and Mr. J. A. Lewando, director of Marks and Spencer.

The British Institute of Management are making the conference arrangements and are sending out several thousand brochures inviting ticket applications, at a conference fee of 12 guineas, from which 500 will be selected. Preference will be given to those firms who are not already exporting to America and whose products have export market potential. Also joining the panel and there to help delegates with the inquiries will be secretaries of the British American Chambers of Commerce in the United States, Professor David Carson of Boston University who is Visiting Marketing Professor of Ashridge College, and representatives of the Board of Trade and other Government departments concerned with export marketing. Sales of British products in the United States are up 28 per cent so far this year, and in 1965 they were up by 23 per cent on 1964.

Lord Watkinson said at the launching of this marketing event 'There is a tremendous fund of goodwill towards Britain in America. Prince Philip did a magnificent job of putting over the image of a modern Britain with modern technological products to sell'. He went on: 'We have planned a conference with a difference – a real Action Conference. We seek to provide not exhortation but a two-way flow of ideas, out of which we hope will come a new impetus for British trade with the United States.'

(During January and early February the *Board of Trade Journal* will publish six articles on aspects of exporting to the United States).

Study of movement of British exports to Europe

AN OVERALL RESEARCH STUDY into speed, reliability and cost in the movement of British exports to Europe has been commissioned by the Movement of Exports Economic Development Committee under the chairmanship of Lord Caldecote. The study is aimed at isolating those areas where delays and problems are occurring so that recommendations can be made for action by commercial undertakings and Government departments. Part of the study is concerned with the tendency of continental importers to buy British goods rather than those of other countries, particularly as it is affected by total delivery times.

The study is due to be completed at the end of July, 1967, and work will begin immediately on collecting the relevant information from manufacturers, road hauliers, British Rail, the airlines, the National Ports Council, port authorities, shipping and forwarding agents and export packers. Over a thousand companies approached during the preliminary study promised their full assistance.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 21,201 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
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6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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COCKERMOUTH 3498
MANCHESTER DEAnsgate 9321 Telex 66104
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OECD Ministerial meeting

THE FOLLOWING is the text of a communiqué issued by the Council of the Organization for Economic Co-operation and Development.

'The Council of the OECD met at Ministerial level in Paris on November 24 and 25, 1966, under the chairmanship of the Honourable Gunnar Lange, Minister of Commerce and Industry of Sweden, and reviewed the economic situation of its member countries, their economic relations with the rest of the world, and the work of the organization itself.

Five years ago Ministers set the collective target to be achieved between 1960 and 1970 of a 50 per cent growth in real gross national product for member countries as a whole. Ministers welcomed the Report on Economic Growth in the decade 1960-70 which shows that progress so far has been satisfactory and has even exceeded the rate needed to meet this target. The growth prospects for the remainder of the decade continue to be good, but the problem of containing inflationary tendencies while maintaining full employment is still in the foreground. Member countries will have to pursue their efforts to ensure the effective control of demand, the increase of productive resources and the optimum use of available manpower. Ministers therefore instructed the organization to continue its work on these problems.

Concerning international payments Ministers noted that because of the strong measures taken in the United Kingdom, a substantial improvement can now be expected in the balance of payments of this country. France, Italy and Japan, which recently had large surpluses, are now also moving slowly towards a more equilibrated position but a new surplus appears to be arising in Germany. In the United States' payments situation, encouraging progress has been made, although the deficit in the global balance has not yet disappeared. Increasing defence expenditure has contributed to a reduction of the current surplus but the net capital outflow has been reduced considerably because of higher interest rates in the country and governmental measures. In general the differences in interest rates between member countries are smaller than last year.

Ministers instructed the organization to continue to keep under surveillance the payments relations of its member countries taking into account the recommendations contained in its Report on the Adjustment Process.

Ministers agreed that the organization should continue its work directed to improving the operation of capital markets; this work has given valuable indications about the mechanisms for mobilizing savings to finance investment. The organization will also pursue actively the work already begun on the nature and the economic consequences of differences in scientific and technical levels between countries.

The developing member countries have during the period 1960-65 on the whole had a faster economic growth than other members but being societies in transformation they have special problems that are being dealt with in the organization and will call for continued attention.

Concerning the Consortia for Greece and Turkey, it was stressed that appropriate aid in forms corresponding to the needs of the two countries continues to be necessary.

Despite some increase in 1965 the total flow of aid from member countries to developing countries in general is still unsatisfactory and the payments difficulties of a number of developing countries are increasing. Ministers stressed that the volume of aid should be increased in the years to come and its terms and conditions improved. The Ministers took note of various suggestions for improving the development assistance efforts of OECD countries.

Agricultural production in a number of developing countries is growing slowly, while demand is rising fast, partly because of the rapid population growth. Greater emphasis should therefore be given to agricultural development in the aid programmes of member countries and possible ways should be studied of stimulating private investment in agriculture and agriculture-related industries in the developing countries.

The various aspects of the food problems are now taken up by the organization in co-operation with other international organizations.

Ministers stressed the importance of a successful conclusion of the current multilateral tariff negotiations (Kennedy Round).

The special group set up to examine trade relations with developing countries pursuant to a decision by the council meeting at Ministerial level in November, 1965 was asked by Ministers to continue its work.

Finally, Ministers expressed interest in widening the area of East-West economic relations. They agreed that the Secretary-General in consultation with the Permanent Representatives should consider within the organization possibilities of action.'

The Kennedy Round

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All information about statistical requirements on import entries, the forms to be used, etc., is contained in HM Customs and Excise Tariff.

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Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 16.

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Copies of the Report can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 16s. (by post from HMSO, Box 569, London, S.E.1, price 17s.)

OECD Ministerial meeting

THE FOLLOWING is the text of a communiqué issued by the Council of the Organization for Economic Co-operation and Development.

'The Council of the OECD met at Ministerial level in Paris on November 24 and 25, 1966, under the chairmanship of the Honourable Gunnar Lange, Minister of Commerce and Industry of Sweden, and reviewed the economic situation of its member countries, their economic relations with the rest of the world, and the work of the organization itself.

Five years ago Ministers set the collective target to be achieved between 1960 and 1970 of a 50 per cent growth in real gross national product for member countries as a whole. Ministers welcomed the Report on Economic Growth in the decade 1960-70 which shows that progress so far has been satisfactory and has even exceeded the rate needed to meet this target. The growth prospects for the remainder of the decade continue to be good, but the problem of containing inflationary tendencies while maintaining full employment is still in the foreground. Member countries will have to pursue their efforts to ensure the effective control of demand, the increase of productive resources and the optimum use of available manpower. Ministers therefore instructed the organization to continue its work on these problems.

Concerning international payments Ministers noted that because of the strong measures taken in the United Kingdom, a substantial improvement can now be expected in the balance of payments of this country. France, Italy and Japan, which recently had large surpluses, are now also moving slowly towards a more equilibrated position but a new surplus appears to be arising in Germany. In the United States' payments situation, encouraging progress has been made, although the deficit in the global balance has not yet disappeared. Increasing defence expenditure has contributed to a reduction of the current surplus but the net capital outflow has been reduced considerably because of higher interest rates in the country and governmental measures. In general the differences in interest rates between member countries are smaller than last year.

Ministers instructed the organization to continue to keep under surveillance the payments relations of its member countries taking into account the recommendations contained in its Report on the Adjustment Process.

Ministers agreed that the organization should continue its work directed to improving the operation of capital markets; this work has given valuable indications about the mechanisms for mobilizing savings to finance investment. The organization will also pursue actively the work already begun on the nature and the economic consequences of differences in scientific and technical levels between countries.

The developing member countries have during the period 1960-65 on the whole had a faster economic growth than other members but being societies in transformation they have special problems that are being dealt with in the organization and will call for continued attention.

Concerning the Consortia for Greece and Turkey, it was stressed that appropriate aid in forms corresponding to the needs of the two countries continues to be necessary.

Despite some increase in 1965 the total flow of aid from member countries to developing countries in general is still unsatisfactory and the payments difficulties of a number of developing countries are increasing. Ministers stressed that the volume of aid should be increased in the years to come and its terms and conditions improved. The Ministers took note of various suggestions for improving the development assistance efforts of OECD countries.

Agricultural production in a number of developing countries is growing slowly, while demand is rising fast, partly because of the rapid population growth. Greater emphasis should therefore be given to agricultural development in the aid programmes of member countries and possible ways should be studied of stimulating private investment in agriculture and agriculture-related industries in the developing countries.

The various aspects of the food problems are now taken up by the organization in co-operation with other international organizations.

Ministers stressed the importance of a successful conclusion of the current multilateral tariff negotiations (Kennedy Round).

The special group set up to examine trade relations with developing countries pursuant to a decision by the council meeting at Ministerial level in November, 1965 was asked by Ministers to continue its work.

Finally, Ministers expressed interest in widening the area of East-West economic relations. They agreed that the Secretary-General in consultation with the Permanent Representatives should consider within the organization possibilities of action.'

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Open General Licence for some iron and steel scrap exports

THE BOARD OF TRADE announce that at the request of the Ministry of Power new arrangements have been made in relation to exports of iron and steel scrap.

The current Open General Licence, due to expire on January 17, 1967 has been cancelled with effect from December 5, 1966. A new Open General Licence has been issued permitting from December 5, 1966 until further notice the export to any destination (except Southern Rhodesia) of iron and steel scrap not exceeding an f.o.b. value of £25 per ton *other than*:

(i) material derived from armour plate;

(ii) material derived from goods of a description included in Group I of Schedule I to the Export of Goods (Control) Order 1965, as amended;

(iii) material wholly or partly coated or clad with copper or copper alloys containing 50 per cent or more by weight of copper;

(iv) compressed unused sheet and sheet cuttings.

The indefinite period of the new licence reflects the current supply position in the United Kingdom. The licence is subject to termination in whole or in part if the supply position changes. Reasonable notice of the future licensing arrangements would be given in such circumstances.

Inquiries other than press inquiries should be made to the Board of Trade, Export Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757). Copies of the Open General Licence will be obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches.

Note: This new Open General Licence allows for an indefinite period the continued free export of most grades of steel scrap and also permits the export of cast iron scrap. The position will be kept under review, and reasonable notice will be given of any changes.

Purchase tax: drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 7) Direction 1966 which temporarily exempts further essential drugs and medicines from Tax. The effect of the Direction, which is operative from November 25, 1966, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1966.

The additions

To Head I of the Schedule

Hexachlorophane pastes prepared solely for internal administration for veterinary purposes which contain not less than 26 per cent (by weight) of hexachlorophane as the sole active ingredient.

To Head II of the Schedule

Activated magnesium aluminium silicates mixed with calcium chloride, magnesium chloride, potassium acetate, sodium acetate and sodium chloride, prepared for veterinary use;
Alcuronium chloride;
Carbinoxamine maleate mixed with pseudo-ephedrine hydrochloride;
Clioquinol, mixed with 5-(p-aminobenzenesulphonamido)-3-methyl-l-phenylpyrazole, N′-(6-chloro-3-pyridazinyl)-sulphanilamide and ethinyloestradiol, prepared for veterinary use;
Clomiphene citrate;
Dihydroxyaluminium glycinate;
Guaiphenesin, mixed with codeine phosphate and pheniramine maleate;
Methsuximide;
Nalidixic acid mixed with kaolin;
Pargyline hydrochloride;
Preparations comprising the dried, defatted pancreas of the pig, together with cellulose and ox bile extract;
Salicylamide mixed with paracetamol;

The extension

In Head II the entry relating to 'Deptropine citrate . . .' which was included in the Purchase Tax (No. 6) Direction 1966 is now amended as follows:

'Deptrophine citrate, whether or not mixed with isoprenaline hydrochloride;'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

New Chairman of Cine Films Council

THE BOARD OF TRADE announce that the President of the Board of Trade has appointed Mr. Morris Finer, QC, as chairman of the Cinematograph Films Council in succession to Mr. W. E. Parker, CBE, FCA.

Notes:

It should be made clear that Mr. Finer's appointment in no way affects his practice at the Bar.

Mr. Parker has been chairman of the Cinematograph Films Council since December, 1964. He found it necessary to resign because of the heavy burden on him resulting from his election last June as Deputy President of the Institute of Chartered Accountants in England and Wales.

The Cinematograph Films Council is a statutory body comprising 22 members of whom seven (including the chairman) are independent, the remainder being drawn from the various sections of the film industry. The Council's functions are to keep under review the progress of the film industry and to advise the Board of Trade on film industry matters on which the Board seeks its advice. The Board of Trade are statutorily required to consult the Council on certain matters relating to the screen quota and the film levy. The Council makes an annual report to the Board of Trade which is laid before Parliament and published.

The Duke of Edinburgh's third Commonwealth Study Conference

A 40-STRONG employer-worker team, including women, will attend The Duke of Edinburgh's Third Commonwealth Study Conference to be held in Australia from May 12 to June 3, 1968. The theme of the conference, which will have 300 members from all parts of the Commonwealth, will be 'The Human Problems of Industrial Development and Re-development in Commonwealth Countries'.

A membership committee in Britain is in touch with the Confederation of British Industry, the Trades Union Congress and other national organizations who will be invited to make application for would-be members of the conference who, in the first instance, are asked to apply to their employers. Members should be within the broad age limits of 25 to 45 years and should be men or women engaged in management and technical, supervisory, operative or trade union roles in industry or commerce.

Inquiries concerning the conference should be addressed to: The Secretary to the Trustees, HRH The Duke of Edinburgh's Commonwealth Study Conferences (United Kingdom Fund), Robert Hyde House, 48, Bryanston Square, London, W.1. (Tel. Ambassador 9096).

Mr. Mason presents Aerodrome Fire Service Efficiency Trophy

MR. ROY MASON, Minister of State, Board of Trade, visited Inverness (Dalcross) Aerodrome on November 28, to present the Aerodrome Fire Service Station Efficiency Trophy. This trophy was provided by BOAC and BEA in 1951 for annual competition between the fire and rescue services at State-operated civil aerodromes, and the honour of winning this coveted trophy has contributed greatly to the efficiency of these services at aerodromes throughout the United Kingdom.

The presentation was made to Section Leader J. Reid and his men at Inverness Aerodrome who won the trophy in 1958 and 1964.

£10 million London cargo terminal

BOAC AND BEA are to build a £10 million air cargo terminal at Heathrow Airport, London. It will open in the summer of 1969 and will enable the two airlines to offer British industry an unrivalled world-wide cargo service in the 1970s with a total of more than 1,000 tons of cargo capacity every day between London and over 150 destinations around the world by 1972. This is two-and-a-half times what the two airlines are currently handling: by 1977 the cargo flow is expected to be four times greater than today.

The new terminal will occupy a major site in the airport's new cargo centre, which is being developed by the British Airports Authority as the world's largest cargo centre.

Investment grants offices opened

THE BOARD OF TRADE announce that their five new Investment Grants Offices have been opened in Glasgow, Billingham, Crosby, Cardiff and Southend. They are now ready to distribute application forms for investment grants under the Industrial Development Act, 1966, and a booklet which explains the scheme. The offices will be ready to receive applications from January 16, 1967, in respect of expenditure incurred by applicants during the period January 17 to March 31, 1966. From the middle of January 1967 they will also be ready to deal with inquiries about the scheme.

Payment of grants will begin in July 1967 and the Board of Trade will announce from time to time when claims may be made in respect of expenditure incurred in quarters after March 31, 1966. As explained in paragraph 25 of the White Paper published earlier this year, grants will not be paid until July 1967 because the flow of funds to industry under the previous system of taxation allowances will continue for some time after the introduction of the new grants scheme. It is intended progressively to reduce the interval between the applicant's expenditure and the payment of grant as circumstances permit.

The new system of investment incentives was announced in the White Paper (Cmnd. 2874) on January 17, 1966, and embodied in the Industrial Development Act, which was passed in August. The standard rate of grant is 20 per cent but it is usually 40 per cent in development areas.

The forms

In order to simplify applications, different forms have been designed for different classes of applicant. Firms acquiring machinery or plant for manufacturing or ship repairing will need Form IG/1. Other forms for machinery or plant are as follows:

For construction	IG/2
For extraction	IG/3
For hiring out for manufacturing, ship repairing or extraction	IG/4
For hiring out for construction	IG/5

There are also special forms for computers (IG/6), ships (IG/7) and hovercraft (IG/8).

It will ensure a quicker reply if firms quote the reference number of the form they need, and enclose an addressed label. Forms will be accompanied by explanatory notes which will include instructions on how they should be completed, and the office to which they should be sent. Applicants in the manufacturing, ship repairing and extractive industries which have more than one establishment are required to submit separate applications for each establishment where the assets are to be used.

The Investment Grants Offices

Computers, ships and hovercraft will be dealt with only at the Southend office. The areas covered by the five offices for investment grants on plant and machinery are shown on the map on the following page. The address of the Board of Trade Investment Grants Offices are as follows:

Colman House, Victoria Avenue, Southend-on-Sea.
Seafield House, Waterloo Road, Seaforth, Crosby, Liverpool, 21.
24-26 Newport Road, Cardiff.
West Precinct, Town Centre, Billingham, Co. Durham.
Magnet House, Waterloo Street, Glasgow, C.2.

As each of the Investment Grants Offices will be responsible for a wide area, interviewing facilities will be provided at convenient places within these areas where this is necessary to meet the needs of applicants whose place of business is a long way from the Investment Grants Office.

The booklet

The booklet, *Investment Grants: A Guide for Industry*, gives detailed information on the kinds of capital expenditure on which the Board of Trade will make grants. It can be obtained free from any of the five Investment Grants Offices. It is hoped that the booklet will help firms to know, in advance of submitting claims, to what extent their investment expenditure is likely to be admissible for grant.

Information on the Development Areas

THE FIRST two of a new series of Board of Trade publications about the Development Areas were issued on Monday, November 28, 1966: they are a small brochure, *The Case in Brief*, and a booklet, *Government Help for your Business in Development Areas*. These publications describe the facilities which are available for industrial expansion in the development areas of Britain or in Northern Ireland.

In August 1966 the Board of Trade designated large parts of Britain as development areas: these now replace the previous smaller development districts. This change, together with changes in the financial inducements offered to firms to expand in these areas, has made it necessary for the Board of Trade to replace its earlier information literature with a new series.

The new booklets together with the new forms of application for building grants on general purpose loans and grants under the Local Employment Act described in them can be obtained from Regional Offices of the Board of Trade (a list of such offices was published on page 1323 in the *Board of Trade Journal* of November 25, 1966). The forms contain revised and expanded explanatory notes.

A further booklet, 'Assistance with industrial training for firms in development areas', is available from the Ministry of Labour through employment exchanges.

Proposed merger of steel companies

THE MINISTER of Power has considered the proposals for a merger which were announced on November 29 by Dorman Long & Co. Ltd., South Durham Steel & Iron Co. Ltd., and Stewarts and Lloyds Ltd., and he has sought the views of the Organizing Committee for the National Steel Corporation. The Minister and the Organizing Committee welcome the proposals as a step towards the reorganization of the main part of the steel industry into a small number of large units and the Minister will on Report Stage in the House of Commons introduce Government amendments to the Iron and Steel Bill designed to facilitate the merger.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Dorman Long & Co. Ltd., Stewarts & Lloyds Ltd., and South Durham Steel & Iron Co. Ltd.
(2) Inchcape & Co. Ltd., and The Borneo Co. Ltd.

Notes:

The Board of Trade announced earlier this year that they now proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicized their decisions only in those cases where a merger had been referred to the Monopolies Commission.

This announcement is the 12th under the revised procedure.

ICI's £4½m. urea plant commissioned

THE NEW UREA plant at the Billingham factory of ICI's Agricultural Division, which was recently completed, has now been successfully and rapidly commissioned.

The designed capacity of the plant is over 300,000 tons a year. Its cost, which includes provision of extensive packing and storage facilities specially designed for exporting the product, is £4½ million. It has taken less than two years to build.

The urea fertilizer made in this new plant will almost entirely be exported, primarily to India, Pakistan and South East Asia.

American company at Blantyre

FABRI-TEK UNITED KINGDOM, the British subsidiary of an American electronics company, has begun production in a 12,400 sq. ft. Board of Trade factory at the Blantyre Industrial Estate. Employment is expected to build up to about 200 over the next three years, and half of the jobs will be for men. Most of the company's production will consist of components for the computer industry, including magnetic core memory systems and similar equipment. Production from the Blantyre factory is to serve both the British and EFTA markets.

INVESTMENT GRANT OFFICES
Area covered by each Office

Note:
applications for grants for computers, ships and hovercraft will be dealt with only at Southend.

Consumer Council and Chambers's Encyclopaedia

ON PAGE 1259 of November 18 issue of the *Board of Trade Journal* Miss Elizabeth Ackroyd, director of the Consumer Council, appeared in a photograph taken at a luncheon to launch the new edition of Chambers's Encyclopaedia by Pergamon Press Ltd., of which Mr. Robert Maxwell, MP, is managing director.

The caption stated: 'A new edition of Chambers's Encyclopaedia – the only major British encyclopaedia – was launched on November 11 with the backing of Mr. Anthony Crosland (speaking), Secretary of State for Education and Science, and Miss Elizabeth Ackroyd (on Mr. Crosland's left), director of the Consumer Council', and went on to note the encyclopaedia's export prospects.

The Consumer Council and Miss Ackroyd, as the Council's director, think that this may give a misleading impression of the part played by them in relation to the new edition of Chambers's Encyclopaedia. The Council's concern was only with the code of conduct agreed with Pergamon Press Limited for doorstep sales of the encyclopaedia. At the luncheon Miss Ackroyd commended Mr. Maxwell's initiative in imposing this strict 'code of conduct' on his sales staff.

Performing Right Tribunal

Reference of Performing Right Society in relation to Standard Tariff 'LP'

THE Performing Right Tribunal publish the following short particulars of the decision in a dispute arising out of a proposal by The Performing Right Society (the 'PRS' for short) to vary further a licence scheme which was previously varied by an Order of the Tribunal, dated February 6, 1964. The other party to the dispute was The Cinematograph Exhibitors Association of Great Britain and Ireland (the 'CEA' for short). The PRS originated this further reference.

The scheme in question provides a tariff of royalties payable for the public performance at entertainments, classified as concerts of light or 'popular' music, of copyright music and any words or lyrics associated with it, for the time being in the repertoire of the PRS ('controlled music', hereafter), where the performance takes place on premises not otherwise covered by an appropriate licence. The tariff is known as 'Standard Tariff LP' ('Tariff LP' for short).

The PRS proposed to increase the tariff by raising the rate from 2 per cent of the gross receipts with an option to the licensee to pay $1\frac{3}{4}$ per cent on the total money-holding capacity of the place of performance of each entertainment, as fixed by the Tribunal, to 3 per cent and $2\frac{5}{8}$ per cent respectively.

The justification for this proposal rested on the relationship which the Tribunal had previously indicated between the royalties appropriately payable under Tariff LP and those fixed for payment under the standard tariff applicable to entertainments classified as 'Variety'. An increase in the latter tariff was concurrently in dispute between the PRS and the party affected by it, by which party it had also been referred to the Tribunal. Accordingly, at the request of all concerned, the Tribunal had ordered this further reference and the reference in respect of the related tariff to be heard together.

After hearing evidence applicable to both references, the Tribunal came to the conclusion that the differential which the PRS sought to maintain between the two tariffs had not remained constant. The amount of controlled music now used in entertainments to which the related tariff applied had increased to an extent which had diminished the differential from $1\frac{1}{4}$ per cent to $\frac{1}{2}$ per cent.

No increase in the use of controlled music subject to Tariff LP had been shown meanwhile to have occurred.

Accordingly, subject to a minor variation, applying Tariff LP, by agreement between the parties, specifically to concerts and recitals of light and 'popular' music (as to which application there had been some ambiguity before) the Tribunal confirmed the licence scheme under further reference.

The PRS was ordered to pay the CEA £150 towards their costs.

(The above was published on page 1318 of the November 25 issue of the *Board of Trade Journal*.)

The reference of the Theatres National Committee

The Performing Right Tribunal publish the following short particulars of the decision in a dispute with the Performing Right Society referred to it by the above-named Theatres National Committee (the 'TNC' for short).

Mr. Stanley Marcus (left), president of the Neiman Marcus Departmental Store, Dallas, Texas, with Mr. C. Stappard, of the Board of Trade, at London Airport before flying to Belfast recently. Mr. Marcus had announced earlier that with the help of the British Government and industry his store would stage a major British Fortnight in October 1967.

The reference concerns a licence scheme operated by the Performing Right Society (the 'PRS' for short) as from January 6, 1966, which replaced an earlier scheme, embodied in a tariff known as 'Standard Tariff "V"' ('Tariff V' hereafter) and agreed between the parties on July 1, 1963.

The scope of Tariff V covered performances of copyright music in the repertoire of the PRS ('controlled music' for short) in variety entertainments, revue, pantomime or concert party productions of every kind, at theatres, halls or like premises (except theatre clubs), where admittance is gained by payment at the door by buying a ticket or by subscription. The royalty was at a single rate of $\frac{3}{4}$ per cent based on estimated gross annual takings, to be arrived at by applying an agreed formula.

In the disputed scheme, three separate standard tariffs were embodied, 'V', 'VA', and 'VB' respectively, to apply according to the particular type of entertainment in question. The object was to distinguish between entertainments consisting of unrelated acts, not all musical, with artistes frequently changed (for which the royalty was at the former rate) and entertainments designed for a 'run' (for which the royalty was to be at two different higher rates, according to the amount of controlled music 'featured'). The higher rates respectively provided were $1\frac{1}{2}$ per cent and 2 per cent on actual gross receipts.

The objections of the TNC were (1) to any increase in the rate agreed in 1963, (2) to a distinction being made according to the amount of controlled music 'featured' as well as to the type of entertainment in question, and (3) to the principle of a charge based on actual gross receipts, without at least an optional alternative.

The PRS, for its part, contended that Tariff V had been agreed in circumstances in which an exceptional concession was made to the TNC in view of a plea of financial difficulties put forward by it at the time.

The Tribunal, while accepting that fact, still found the 1963 agreement to be an indication of what a willing seller was prepared to accept from a willing buyer at that time. They also found that circumstances had meanwhile changed sufficiently to increase the value to the TNC of the desired licences. They further decided that there were in fact distinctions to be made between different entertainments, broadly according to the amount of controlled music actually used, whether as a main attraction or (unless quite minimally) as an incident to an act. They did not, however, approve of the introduction of three separate tariffs, but provided instead for two different discounts to meet the appropriate distinction. They also provided a formula for estimating gross takings, as an alternative, at the option of the TNC, to payment on the basis of actual gross takings.

In the result, the licence scheme was varied by fixing the basic royalty at the rate of $1\frac{1}{2}$ per cent on actual gross takings or 70 per cent of money-holding capacity for each performance in a licence year, less a discount of $66\frac{2}{3}$ per cent to be allowed where three-quarters or more of the performance has included no controlled music, or a discount of $33\frac{1}{3}$ per cent where more than one half but less than three-quarters of the performance has included no such music.

Since the PRS voluntarily announced, in view of the national economic situation, its intention to continue to operate Tariff V until July 1, 1967, or until further order, the scheme as varied by the Tribunal has come into effect meanwhile nominally only as from November 11, 1966.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, NOVEMBER 23

The trade gap

The President of the Board of Trade was asked by how many £ million sterling the latest trade gap improvement had been achieved by the running down of work in progress, and/or a reduction in national stocks; and, in view of the fact that production was no greater, what kind of internal consumption had been cut. The President replied that the information asked for was not available, but recently there had almost certainly been some deferment of imports subject to the import charge, accompanied by some running down in the stocks of these goods. The improvement in the trade balance, however, owed a good deal to the recent high level of exports.

Proportion of exports to total production

Asked what was the proportion, in terms of value, of exports to total production for the United Kingdom, for England and Wales and for Scotland, the President answered about 17 per cent of the value of the gross domestic product of the United Kingdom was exported (taking goods and services together). Separate information for England and Wales and for Scotland was not available.

Exports from Scotland

Asked if he would state the value of exports from Scotland in each of the past five years, in particular to the European Economic Community, the European Free Trade Association, Eastern Europe, the Commonwealth and the United States of America, respectively, Mr. Roy Mason, Minister of State, Board of Trade, gave the total value of United Kingdom exports moved through Scottish seaports and Prestwick airport as follows:

	£'000
1961 . . .	237,897
1962 . . .	238,810
1963 . . .	253,450
1964 . . .	274,147
1965 . . .	307,965

An analysis of these shipments by markets was not available.

Hire purchase restrictions

Asked if he was aware that the hire purchase restrictions applied on July 20 were affecting the purchase of trailers that form an integral part of a commercial articulated vehicle; and, in view of the fact that the commercial vehicles themselves were excluded from these restrictions, if he would amend the order so as to exclude trailers attached to commercial vehicles, Mr. George Darling, Minister of State, Board of Trade, said that the President had told the interested organizations last June that he was prepared to issue licences exempting commercial trailers from the hire purchase restrictions. He was now considering whether it would be practicable to exclude them altogether.

THURSDAY, NOVEMBER 24

Imported cutlery

Asked what steps had been taken with a view to limiting the import of cutlery into the United Kingdom from Hong Kong, Mr. George Darling, Minister of State, Board of Trade, said he was aware that the cutlery industry in the United Kingdom was concerned about this matter, and he was shortly to meet representatives of the industry to hear their views.

Safeguards by travel agents

In reply to a question on what discussions had taken place with his department regarding the progress of Operation Stabilizer with the Association of British Travel Agents, Mr. Roy Mason, Minister of State, Board of Trade, said: 'The Association have periodically reported to me on the progress of this scheme. Since it was introduced, I am informed that no customer of a member of the Association has suffered loss of his holiday through the insolvency of a travel agent or a tour operator.'

Loans for tourist trade hotels

The President was asked what discussions had taken place with the hotel industry following his announcement in July of financial assistance to aid in the development of the tourist trade.

Mr. Mason said in reply that the Board of Trade had discussed the proposals with the hotel industry, and a further announcement would be made shortly. Grants were not in question, and no loans had yet been made under this scheme.

Cunard and BOAC

The President of the Board of Trade was asked if he would make a statement on the withdrawal of the Cunard Steamship Company from the merger with British Overseas Airways Corporation; what were the financial terms of entry into the merger; what was the sum involved in the withdrawal; and what profits accrued from the transaction.

Mr. Douglas Jay, President of the Board of Trade, said in reply: 'On the proposal of the Cunard Steamship Company Limited BOAC agreed in September of this year to acquire Cunard's holding in BOAC/Cunard Limited. This company was formed in 1962 with an issued capital of £28 million which has since increased. BOAC's share was 70 per cent and Cunard's 30 per cent. The agreed price paid by BOAC for the Cunard share is £11½ million, which is related to the estimated current net asset value. Up to March 31, 1966, BOAC/Cunard Limited earned profits of £7.7 million after provision for taxation; of this £2.7 million were paid as net dividends to the two partners.'

FRIDAY, NOVEMBER 25

Price increases

The President was asked how many complaints had been received about increases in hotel charges, laundry charges, domestic appliance prices, toiletry prices, and vehicle repair charges since July 20.

Replying, Mr. Jay said that approximately 60 complaints had been received about increased hotel charges, 1,000 about laundry charges, and 200 about prices of toilet preparations. Most domestic appliances and vehicle repair charges were the responsibility of the Ministry of Technology.

South Africa and Imperial Preference

The President was asked to which non-Commonwealth countries, besides Eire, the United Kingdom extends the benefits of Imperial Preference terms of trade, and replied, 'Burma, South Africa and Western Samoa.'

He was then asked what had been the approximate financial benefit to the Republic of South Africa of her continuing to receive Imperial Preference since she left the Commonwealth. Mr. Jay replied that there was no reliable basis for making such an estimate. Since she left the Commonwealth on May 31, 1961, South Africa had sent us over £900 million of goods which more than half enjoyed preferences. The preferences we receive were naturally of corresponding advantage to us.

The questioner then asked on what date it was decided to continue Imperial Preference benefits to the Republic of South Africa: what Commonwealth countries were consulted; and what representations had been received on this matter.

Mr. Jay replied, saying, 'As the then Prime Minister told the House on March 22, 1961, the preferential arrangements between this country and South Africa, which affect trade both ways, were and are governed by the bilateral Agreement concluded in 1932, which was unaffected by South Africa's changed status. (Official Report vol. 637, No. 79, col. 447).

'Consultations with other Commonwealth countries was not therefore appropriate. They were kept informed of what we proposed to do, and as the then Lord Privy Seal said on February 26, 1962 there was no hint of criticism from any of them. (Official Report vol. 654, No. 7, col. 941).

'So far as I am aware no representations have been received on this matter from Governments. Representations have been received from various bodies and persons in the United Kingdom, including the Hon. Member himself and other Hon. Members, urging the termination of the Agreement. Neither the present Government nor its predecessors have felt that termination was justified, since the Agreement secures valuable advantages for us. South Africa gives preference to about 25 per cent of the goods she imports from the United Kingdom.'

Hoteliers' costings

In reply to a questioner who wanted to know by what authority requests had been made by his department to hoteliers for particulars of their price increases since July 20 and the costings which had provoked these increases, Mr. Jay said that the requests had been made in the exercise of his general responsibility for the application of government policies to industry.

Price stability

The President was asked if he would make a statement about his efforts to keep prices stable since July 20 last.

Replying, Mr. Jay said: 'My Department has approached the trade associations in the Board of Trade's field, and also a number of individual firms of special importance, in order to explain the policy of the prices standstill and to ask for their co-operation. A high degree of co-operation has been forthcoming and arrangements have been made which, over a wide field, give us advance notice of proposals to increase prices. These are carefully investigated in accordance with the criteria in the White Paper. All complaints about price increases received from the public are followed up with the firms concerned. The evidence is that the great majority of manufacturers and retailers are complying with the policy set out in the White Paper.'

(Continued on next page)

PARLIAMENT, *continued*

MONDAY, NOVEMBER 28

United Kingdom imports in 1965

Asked for the values of manufactured goods, raw materials and of food and beverages to the United Kingdom during the year 1965 from the sterling area, North America and the European Economic Community, respectively, Mr. George Darling gave the following information:

Imports in 1965

Commodity	S.I.T.C. Code (a)	£ million Sterling Area (b)	North America	European Economic Community
Food and beverages	Section 0+Division 11	752	221	178
Raw materials	Sections 2+4	584	218	161
Manufactured goods:				
chiefly for further processing	Sections 5+6	328	338	303
finished manufactures	Sections 7+8	90	278	336

(a) Standard International Trade Classification (Revised).
(b) Including Rhodesia and Burma, on the definition used in the Overseas Trade Accounts. When Rhodesia and Burma are excluded the figures are £743, £578, £327 and £89 million respectively.

Glide paths at London Airport

Asked if he would give a brief description of the glide paths normally used by aircraft landing at London Airport, and of the direction normally used by aircraft on take-off, Mr. Roy Mason said: 'When taking-off and landing at Heathrow, aircraft are normally heading due west. The slope of the glide paths for landing under instrument approach procedures is three degrees. When traffic is heavy aircraft are required not to descend below 2,000 feet before intercepting the glide path at about 6 n.m. from touchdown point. When traffic is light aircraft are kept at 2,500 feet or more before intercepting at about 8 n.m.'

Overseas visits by Board of Trade Ministers

Asked for details of the overseas visits made by Board of Trade Ministers during the past two years; for what purposes and at what cost these visits were made; and with what results, Mr. Roy Mason pursuant to his answer on October 27 (*Hansard*, October 27, Cols. 202/6, Vol. 734) published details in *Hansard*, November 28, Cols. 27-32.

Investment grants

Asked what progress had been made in establishing the administrative machinery necessary to administer the investment grants under Part I of the Industrial Development Act 1966; and when application forms would be available to industry, the President said that application forms for investment grants, and a free explanatory booklet about the scheme might now be obtained from the five Investment Grants Offices whose addresses are given on page 1377. These offices would be ready to receive applications from January 16, 1967, in respect of expenditure incurred by applicants during the period January 17 to March 31, 1966. Payment of grants would begins in July 1967. (See also page 1377.)

Imported steel

Asked if he would give the amount, in tons, of imported steel for the years 1961 to 1965, respectively, Mr. George Darling quoted figures which are published in *Hansard*, November 28, Col. 27.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Tel. Holborn 3422).

Membrane Processes for Industry Part II – Applications of Reverse Osmosis, by D. L. Griffiths. 6 pages. *UKSM report no.* 66/65. Reverse osmosis was the main topic discussed at the second session of a conference entitled 'Membrane Processes for Industry' held in Birmingham, Alabama, in May 1966. This report summarizes the papers presented at this session. Brief descriptions of some of the equipment being developed in the United States are given together with operational data on some of the more advanced projects. Fundamental aspects involved in the design of reverse osmosis plants for desalination are discussed and reference is also made to the purification of industrial effluents.

Membrane Processes for Industry Part III – Applications and Fundamentals of Permeation Processes, by D. L. Griffiths. 6 pages. *UKSM report no.* 66/67. This is the final report in a series of three describing the conference entitled 'Membrane Processes for Industry' held in Birmingham, Alabama, in May 1966. The main topic discussed is gas permeation, with particular reference to the possible separation of helium from natural gas, oxygen and carbon dioxide from air, and hydrogen from gaseous mixtures. Consideration is also given to the basic physical chemistry involved in various permeation processes, and to the use of specific membranes for 'ultrafiltration' applications.

Characteristics of Electricity Supplied from Electric Power Systems, by H. K. Bourne. 4 pages. *UKSM report no.* 66/68. Electric power systems give good service to industrial, commercial and residential loads. New problems arise with the connection of sophisticated information-processing equipment and other critical loads to these systems. The operation of such loads can be affected by fluctuations in voltage or frequency. Techniques and equipment to ensure satisfactory service to such loads is discussed.

Some Developments in Thermo-Electric Generators, by H. K. Bourne. 6 pages. *UKSM report no.* 66/69. Thermo-electric generators have been proved to be reliable and economical for use in the range of output up to several hundred watts for applications in remote unattended locations. Typical applications are for oceanography, communication stations, telephone repeaters and for the cathodic protection of pipe lines.

The German Energy Market. From the Office of the Scientfic Counsellor, Bonn and Vienna. 12 pages. *Germany* 113. This report is a translation by Herr A. Boltz (of the Office of the Scientific Counsellor, Bonn and Vienna) of a bulletin 'Energiewirtschaft' published by the Commerzbank AG in June 1966.

Max Planck Society for the Advancement of Science, by M. Proctor. 12 pages. *Germany* 111. This report on the Max Planck Society is the second of a series reviewing the present organization of German science. The first, on the Donors' Association for German Science, was published in May 1966 (*Germany* 109).

The German Research Association (Deutsche Forschungsgemeinschaft), by M. Proctor. 11 pages. *Germany* 112. This report is the third in the series describing the present organization of German science.

Overseas Newsletter. No. 4 August 1966. This issue covers reports by United Kingdom Scientific Counsellors abroad published between April and July.

Transportation Bulletin. No. 1, and No. 2, by H. K. Bourne. The first (September 1966) and second (November 1966) issues of a new series from the United Kingdom Scientific Mission (North America); it is proposed to produce the *Bulletin* at approximately two-monthly intervals, depending on the amount of information available.

British commercial representatives overseas

THE FOLLOWING amendments and additions should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* of October 7:

CZECHOSLOVAKIA: *Add* (Telex 2055 – Prague 511 a/b Prodrome Prague).

GHANA: *Amend* Mr. S. J. Gross' title to read – Deputy High Commissioner.
(The rest of the entry remains unchanged).

PARAGUAY: *Amend* the telephone number to read 49146.
(The rest of the entry remains unchanged).

QATAR: *After* the telephone number
Insert (Telex 201-315 a/b Political Doha).

SOUTH AFRICA: JOHANNESBURG: *Amend* the telex number to read – 201 – 7115JH a/b 7115JH.
(The rest of the entry remains unchanged).

UNITED STATES: HOUSTON: *Amend* the telephone number to read – CA3-2301/2/3/4.
(The rest of the entry remains unchanged).

MINNEAPOLIS: *Add* the telegraphic address – ('Britrade, Minneapolis').

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Dec. 6 to 9	**Private and commercial vehicles, road making equipment.**	**Home Office Depots at Whitchurch, Barrow on Humber & Poddington and MOD Depots at Derby, Marchington and Ruddington.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Sale to be held at Ordnance Storage & Disposals Depot, Ruddington.

128 self propelled fire pumps (700 gmp) by Leyland/Sulzer/Tangye; 216 large trailer fire pumps by Coventry Climax; 300 Austin 'Champs'; Austin 'Champ' rear and front axles, engines, gear boxes, cylinder blocks and radiators; Land Rovers; 270 saloons, limousines and estate cars, including Mini-Minors; Ford Anglias, Populars, Consul Mk II; Oxford Farinas; Humber New Hawk saloons; Hillman Huskys; coaches (5-51 seaters); heavy duty trucks; tractors and breakdown vehicles by AEC Albion, Bedford, Leyland and Scammell; Hydraulic tippers, 10-ton 3-way; Bedford and Commer 1-ton trucks, fitted welding sets; low loading, light recovery, transporter and other trailers (10 cwts—50 tons); mobile tankers 200-2,500 galls (including 15 AEC 2,500 gal. refuellers) and many other types of load carrying and dual purpose vehicles; mobile cranes by Coles, General, Jones KL66, Neals, Ransomes & Rapier and Taylor; excavators by Ruston Bucyrus; tractors and angledozers by Caterpillar ('D4', 'D7', 'D8',); 200 "10RB" track assemblies; graders; scrapers; road rollers; dumpers; factory trucks; plant spares; motor cycles. **For fuller details of the 128 self propelled fire pumps by Leyland/Sulzer/Tangye and the 216 large trailer fire pumps by Coventry Climax apply to Directorate of Sales, Sales 4bi(A), Room 422, First Avenue House, High Holborn, London, W.C.1.**

Dec. 15 & 16	**Technical equipment, miscellaneous stores.**	**MOD Depots at Hereford, Quedgeley and Copenacre.**	**Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. Hereford 4366.)**

Sale to be held at Western Command Ordnance Depot, Hereford.

NOTE:—This sale includes army technical stores previously sold at COD Donnington, Salop, and aircraft stores and furniture previously sold at RAF Quedgeley, Glos.

Fork lift trucks; trailer mounted and other generators; theodolites; binoculars; wrist watches; 6 and 12v batteries; charging sets; used tyres; lifting trucks and jacks; portable winches; suction hose; alternators; Ford and other petrol engines; welding sets; electric drills; vices and other small tools; Hammerlund and other radio receivers; telephone equipment; wardrobes; fold flat forms; mattresses; Suffolk, stacking and other chairs; tables; bedsteads and various furniture; 30ft. and 35ft. extending ladders; metal pallets; carpets; blankets; scrap canvas and webbing; greatcoats; B. D. blouses and trousers; boots and other clothing; electric cable and wire; electronic spares; tarpaulin sheets and covers; aircraft and M. T. spares; packing cases; paint and preservations; and a large selection of miscellaneous stores.

Jan. 3 & 4, 1967	**Technical equipment, miscellaneous stores.**	**MOD Depots at Chilwell, Derby & Branston. Home Office Depots at Meir, Prees Heath & Burtonwood.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent. (Tel. Burton-on-Trent 4657.)**

Sale to be held at Ordnance Storage & Disposals Depot, Branston.

NOTE:—This sale includes machine tools and spares, photographic and electronic equipment and trailers, previously sold at Melton Mowbray.

Machine tools; motor vehicles spares; radio and radar equipment; film processing machines; ball and roller bearings; cable; scrap batteries; plant handling truck; trailers; portable hand operated cranes; platform weighing machines; 30 ft. and 35 ft. wooden extending ladders; and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Dec. 6	**Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.**	**Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.**	**Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)**

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter		133*				109									
1966															
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August		135*				109									
September		131*				108									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter	157*	109*	137·5	+3·7	114·6*	133·7*	169·8	322	253		161	157	
1966													
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	157*	109*	137·6	+3·6	112·8*	133·7*	169·8	344	235		154	159	
October					113 2*	133·7*	169·8	377	217		150*	163*	
November								423*	201*				

* Provisional. † Not seasonally adjusted.

Industrial countries' trade and production in the second quarter

THE GROWTH in the value of industrial countries' exports slackened in the second quarter. The increase of only ½ per cent compared with the first quarter, when seasonal factors are allowed for, followed rises of 2½ per cent in the first quarter of this year, and 4½ per cent in the fourth quarter of 1965. Though one reason for the slow-down was clearly the seamen's strike, there is little doubt that the growth of trade was slackening apart from this. Exports of manufactures by the main manufacturing countries also showed little increase in the second quarter, after rises of around 4 per cent in the previous two quarters. Again, only part of this slow-down is likely to have been due to the seamen's strike.

The reduction in the growth of industrial countries' exports in the second quarter was wholly in their intra-trade, which showed only a very small increase after a period of fast growth. On the other hand, industrial countries' exports to primary producers increased by 2 per cent, following rises of ½ per cent or less in the previous three quarters. The most recent figures of the direction of trade are provisional, and may be amended when estimates made for some exporting countries are replaced by published figures.

Of the industrial countries shown in Table 2, the most rapid increases in exports in the second quarter were recorded by France and Italy. German exports continued expanding steadily in both the second and third quarters. Exports from members of the EEC, added together, rose 5 per cent in the second quarter after marking time in the first. Japanese exports also rose, but not nearly as rapidly as in the previous quarter when they were recovering from a fall in the fourth quarter of last year: growth continued in the third quarter. There was a pause in the second quarter in exports from the United States, following a period of quite a strong growth since the disruption due to the dock strike in early 1965, but there was a renewed increase in the third quarter. United Kingdom exports in the second quarter were reduced by the seamen's strike (which may also have affected some other countries' exports to this country): there was a recovery in the third quarter, but the trend remains difficult to judge.

The previous year's strong growth in *imports into industrial countries* also slackened in the second quarter. Table 3 shows that what increase there was largely reflected the strongly rising demand for imported goods in the United States, where imports were nearly 4 per cent more by value than in the first quarter; and in Japan, where imports rose 2½ per cent (and a further 5 per cent in the third quarter). Imports into France and Italy rose only slightly following several quarters of more rapid growth, and German imports fell for the first time since the end of 1963 – the fall continued in the third quarter. Imports into the EEC countries in total in the second quarter were under 1 per cent more than in the previous quarter. Canadian imports again showed little increase. Imports into the United Kingdom increased in the third quarter, mainly due to arrivals of goods delayed from the second quarter by the seamen's strike.

Primary producers exports rose by about 2 per cent in the second quarter, much the same as in the first. With the slowing down already noted in the growth of industrial countries' exports, the increase in *world exports* was about 1 per cent, which was about half the rate of increase in the first quarter, and a third of the rate in the second half of last year.

Industrial production

The two point rise in the index of industrial countries' industrial production in the second quarter (Table 5) marked a return to the quarterly rate of increase recorded throughout 1964 and 1965, following a very sharp rise in the first quarter. The pattern of growth in this series reflects the pattern of changes in output in the United States. Output in both the EEC and Japan continued to rise strongly in the second quarter. Preliminary figures for the third quarter suggest that United States industrial production was expanding less vigorously than in the first half of the year, while the growth of Japanese output was accelerating. Output appears to have levelled off in both the United Kingdom and Germany.

Definitions

In this article the *industrial countries* comprise all members of the OECD, including the United States, Canada and Japan. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba and the People's Republic of China are excluded as reporting countries but are included as markets for exports and as suppliers of imports.

Manufactures are the products defined by Sections 5 to 8 inclusive of the SITC. The *main manufacturing countries* are the 12 countries shown in Table 4. In 1964 these countries exported 95 per cent of all exports of manufactures from the industrial countries.

France includes the Saar up to June 1959. The *German Federal Republic* includes the Saar from July 1959.

The figures of exports in Tables 1 and 4 exclude United States '*Special Category*' exports, for which no destination information is issued by the United States authorities. Many classes of goods were removed from the Special Category at the beginning of 1965, introducing discontinuities into the series. United States exports in 1964 of manufactures which have since been removed from the Special Category are estimated to have totalled approximately $1,030 million.

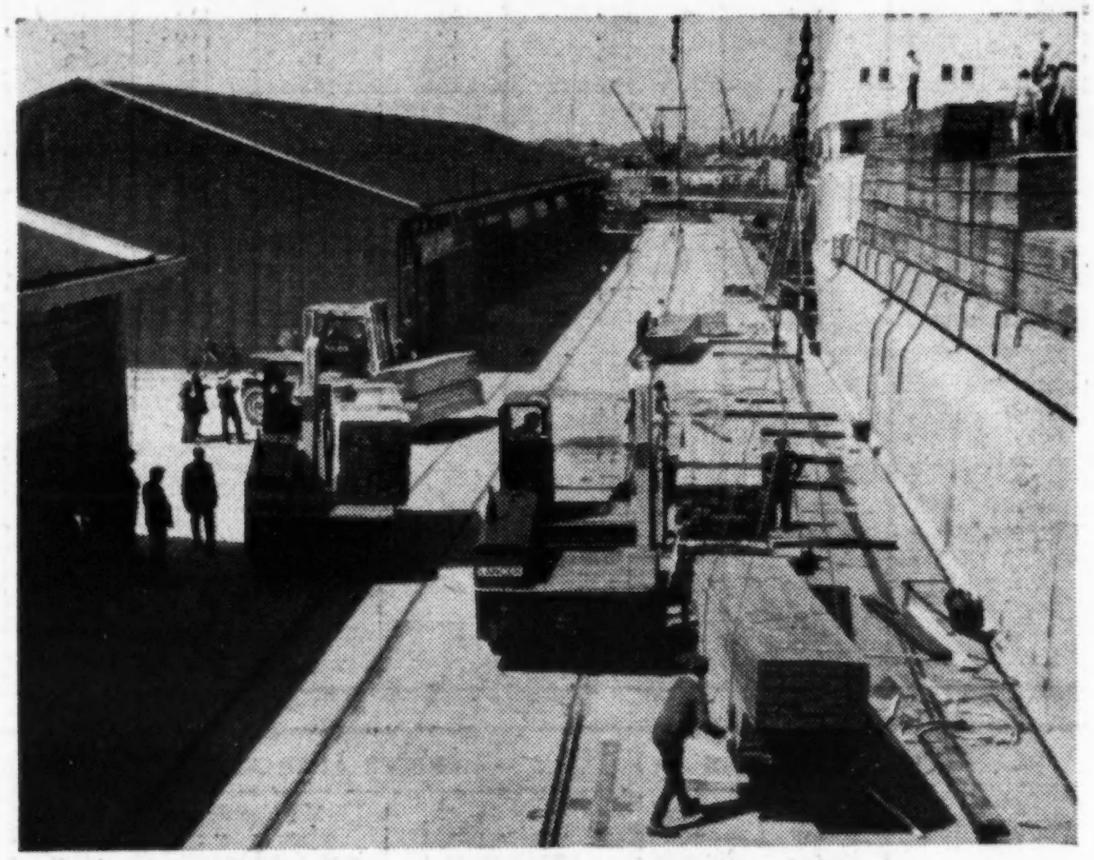

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Table 1: World trade

Quarters or quarterly averages, seasonally adjusted

U. S. $ thousand million

	Exports (f.o.b.) from						Imports (c.i.f.) into		
	Industrial countries (a)				Primary producers	World (a)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (b)					
1958	9·87	6·28	16·15	10·51	7·23	23·38	16·96	8·27	25·23
1959	11.07	6·17	17·25	11·36	7·68	24·92	18·50	8·17	26·67
1960	12·75	7·02	19·76	13·11	8·14	27·90	20·70	9·19	29·88
1961	13·76	7·11	20·87	13·83	8·29	29·16	21·84	9·34	31·18
1962	14·81	7·08	21·89	14·67	8·73	30·62	23·52	9·51	33·10
1963	16·36	7·53	23·90	15·91	9·53	33·43	25·91	9·85	35·76
1964	18·62	8·57	27·19	18·26	10·43	37·63	29·02	11·11	40·14
1965	20·84	9·24	30·08	20·68	10·97	41·05	31·80	11·86	43·67
1962 1st quarter	14·48	6·98	21·50	14·29	8·57	30·06	23·34	9·40	32·60
2nd quarter	14·73	7·18	21·84	14·67	8·59	30·42	22·99	9·34	32·48
3rd quarter	15·04	7·17	22·15	14·95	8·88	31·02	23·70	9·73	33·70
4th quarter	14·99	6·98	22·06	14·78	8·87	30·96	24·04	9·57	33·60
1963 1st quarter	15·18*	7·06*	22·22*	14·90*	9·09	31·32*	24·13*	9·51	33·61*
2nd quarter	16·21	7·59	23·75	15·83	9·32	33·07	25·55	9·87	35·55
3rd quarter	16·75	7·58	24·33	16·24	9·78	34·04	26·76	9·94	36·43
4th quarter	17·31	7·89	25·30	16·69	9·91	35·27	27·19	10·08	37·25
1964 1st quarter	18·12	8·11	26·20	17·51	10·29	36·47	28·34	10·66	38·94
2nd quarter	18·47	8·43	26·84	18·06	10·41	37·22	28·93	11·02	40·12
3rd quarter	18·49	8·68	27·09	18·25	10·31	37·38	28·98	11·32	40·21
4th quarter	19·41	9·07	28·65	19·24	10·72	39·43	29·86	11·45	41·27
1965 1st quarter	19·69*	8·73*	28·39*	19·69*	10·57	38·94*	30·13*	11·60	41·69*
2nd quarter	20·55	9·39	29·87	20·64	11·00	40·85	31·29	12·00	43·53
3rd quarter	21·06	9·40	30·37	20·85	10·98	41·32	32·09	12·08	44·04
4th quarter	22·06	9·45	31·69	21·56	11·33	43·10	33·70	11·77	45·41
1966 1st quarter	22·95	9·48	32·44	22·47	11·54	43·94	34·96	12·31	47·31
2nd quarter	23·01 p	9·65 p	32·63	22·56 p	11·82	44·44	35·20	12·18	47·40

(a) Excluding United States Special Category exports (see Definitions).
(b) Exports of manufactures by the main manufacturing countries (see Definitions).
p Provisional.
* Significantly affected by a dock strike in the United States.
Note: Because all series are seasonally adjusted independently, the sum of the component series does not necessarily equal the total. Seasonal adjustments from the beginning of 1965 have been revised.

Table 2: Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Exports (f.o.b.) from									European OECD Intra-trade
	United States (a)	Canada	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy	
1958	4·09	1·27	0·72	10·15	2·37	5·69	2·20	1·28	0·63	5·17
1959	4·10	1·35	0·86	11·00	2·49	6·31	2·45	1·40	0·73	5·75
1960	4·89	1·39	1·01	12·57	2·65	7·43	2·86	1·72	0·92	6·85
1961	5·04	1·46	1·06	13·43	2·77	8·09	3·17	1·81	1·05	7·76
1962	5·24	1·49	1·23	14·15	2·84	8·56	3·32	1·84	1·18	8·56
1963	5·61	1·62	1·36	15·44	3·06	9·40	3·65	2·02	1·27	9·59
1964	6·42	1·93	1·67	17·36	3·20	10·65	4·05	2·25	1·49	10·90
1965	6·64	2·03	2·11	19·24	3·43	11·98	4·47	2·51	1·80	12·05
1962 1st quarter	5·15	1·47	1·14	14·01	2·76	8·53	3·24	1·85	1·16	8·32
2nd quarter	5·39	1·47	1·22	14·22	2·88	8·48	3·33	1·78	1·19	8·49
3rd quarter	5·36	1·48	1·29	14·31	2·86	8·60	3·35	1·85	1·17	8·54
4th quarter	5·11	1·51	1·25	14·47	2·87	8·74	3·37	1·89	1·20	8·86
1963 1st quarter	5·07*	1·55	1·26	14·44	2·95	8·61	3·29	1·86	1·22	8·82
2nd quarter	5·61	1·58	1·32	15·41	3·02	9·46	3·60	2·07	1·28	9·53
3rd quarter	5·72	1·58	1·39	15·77	3·11	9·64	3·74	2·07	1·29	9·87
4th quarter	6·02	1·76	1·46	16·09	3·14	9·76	3·83	2·09	1·31	10·20
1964 1st quarter	6·17	1·85	1·45	16·90	3·18	10·34	4·02	2·22	1·37	10·63
2nd quarter	6·19	1·93	1·61	17·00	3·17	10·43	3·99	2·21	1·45	10·72
3rd quarter	6·48	1·97	1·69	17·14	3·16	10·57	3·98	2·20	1·54	10·72
4th quarter	6·79	1·90	1·86	18·08	3·27	11·07	4·18	2·33	1·55	11·33
1965 1st quarter	5·57*	1·94	2·04	18·51	3·33	11·54	4·43	2·33	1·70	11·63
2nd quarter	6·87	1·96	2·15	18·87	3·31	11·73	4·37	2·47	1·79	11·73
3rd quarter	6·91	2·01	2·18	19·40	3·48	12·05	4·45	2·60	1·80	12·11
4th quarter	7·06	2·17	2·08	20·16	3·57	12·54	4·65	2·66	1·84	12·74
1966 1st quarter	7·18	2·33	2·37	20·29	3·62	12·60	4·83	2·63	1·93	12·86
2nd quarter	7·18	2·30	2·40	20·82	3·44†	13·20	4·94	2·77	2·05	13·02
3rd quarter	7·51		2·47		3·70		5·12			

(a) Excluding Department of Defense shipments.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.

(*Continued on next page*)

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Table 3: Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted.

US $ thousand million

	Imports (c.i.f.) into								
	United States (a)	Canada (a)	Japan	European OECD	United Kingdom	EEC	German Federal Republic	France	Italy
1958	3·18	1·34	0·76	11·11	2·68	5·74	1·85	1·40	0·79
1959	3·75	1·48	0·90	11·75	2·86	6·05	2·09	1·28	0·84
1960	3·66	1·42	1·12	13·91	3·26	7·40	2·54	1·57	1·19
1961	3·59	1·43	1·45	14·81	3·18	8·04	2·74	1·67	1·31
1962	4·06	1·46	1·41	16·02	3·24	8·93	3·07	1·88	1·52
1963	4·25	1·52	1·69	17·81	3·49	10·11	3·26	2·18	1·90
1964	4·65	1·74	1·99	20·08	3·99	11·23	3·65	2·52	1·81
1965	5·32	2·00	2·04	21·78	4·04	12·25	4·37	2·59	1·84
1962 1st quarter	3·95	1·51	1·50	15·59	3·16	8·58	3·05	1·88	1·41
2nd quarter	4·04	1·46	1·39	15·75	3·23	8·72	3·05	1·78	1·47
3rd quarter	4·15	1·48	1·37	16·39	3·32	9·03	3·05	1·93	1·60
4th quarter	4·08	1·40	1·37	16·57	3·25	9·25	3·14	1·95	1·66
1963 1st quarter	4·05*	1·44	1·49	16·53	3·27	9·25	3·09	1·99	1·66
2nd quarter	4·21	1·49	1·62	17·86	3·43	9·98	3·26	2·16	1·90
3rd quarter	4·39	1·54	1·75	18·32	3·56	10·28	3·31	2·20	2·05
4th quarter	4·37	1·60	1·89	18·55	3·68	10·52	3·21	2·39	1·99
1964 1st quarter	4·43	1·68	1·98	19·77	3·94	11·09	3·40	2·52	2·03
2nd quarter	4·55	1·75	1·97	19·88	4·01	11·10	3·45	2·50	1·88
3rd quarter	4·72	1·74	1·92	19·96	4·00	11·07	3·74	2·49	1·61
4th quarter	4·85	1·78	2·05	20·43	4·02	11·47	3·98	2·53	1·68
1965 1st quarter	4·76*	1·84	1·99	20·64	3·85	11·50	4·13	2·48	1·73
2nd quarter	5·39	1·93	2·09	21·57	4·08	11·96	4·32	2·51	1·77
3rd quarter	5·21	2·01	2·05	22·22	4·12	12·49	4·50	2·60	1·89
4th quarter	5·89	2·19	2·06	22·70	4·13	13·03	4·55	2·77	1·98
1966 1st quarter	6·00	2·21	2·24	23·33	4·26	13·12	4·60	2·85	2·06
2nd quarter	6·23	2·22	2·30	23·35	4·16†	13·23	4·52	2·90	2·07
3rd quarter			2·42		4·31		4·49	3·03	

(a) Canadian and United States imports are valued f.o.b.
*Significantly affected by a dock strike.
†Significantly affected by the seamen's strike.

Table 4: Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages.

U. S. $ thousand million. Percentage increase over a year earlier in brackets.

	United Kingdom (seasonally adjusted)	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (a)	Canada	Japan	Total (a) (seasonally adjusted)
1958	1·91 (—2·2)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35—(1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·51 (—1·6)
1959	2·01 (5·9)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·36 (8·1)
1960	2·14 (6·4)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·11 (15·4)
1961	2·24 (4·6)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·83 (5·5)
1962	2·29 (2·2)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·67 (6·1)
1963	2·45 (7·0)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·91 (8·5)
1964	2·59 (5·6)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·60 (9·7)	3·73 (18·7)	0·86 (21·3)	1·52 (23·4)	18·26 (14·8)
1965	2·80 (8·1)	3·98 (10·5)	1·30 (14·8)	1·83 (13·2)	1·40 (20·3)	0·91 (9·6)	0·69 (9·8)	0·67 (11·9)	4·21 (5·7)	0·95 (10·8)	1·94 (28·2)	20·68 (11·7)
1966 (First half)	2·86 (5·5)	4·30 (11·2)	1·38 (8·2)	2·02 (12·0)	1·56 (14·2)	0·98 (11·1)	0·76 (13·1)	0·71 (12·7)	4·67 (13·4)	1·11 (21·8)	2·05 (13·3)	22·52 (11·6)
1962 1st quarter	2·23	2·79	0·88	1·38	0·85	0·60	0·48	0·48	2·93	0·61	0·90	14·29
2nd quarter	2·33	2·93	0·89	1·33	0·86	0·61	0·53	0·49	3·18	0·65	1·06	14·67
3rd quarter	2·31	2·88	0·83	1·23	0·84	0·59	0·44	0·49	2·83	0·67	1·18	14·95
4th quarter	2·29	3·14	0·89	1·46	0·96	0·65	0·54	0·57	2·98	0·70	1·21	14·78
1963 1st quarter	2·38	2·86	0·86	1·38	0·91	0·61	0·49	0·50	2·87*	0·63	1·01	14·90
2nd quarter	2·41	3·20	0·99	1·55	0·95	0·69	0·52	0·54	3·30	0·73	1·17	15·83
3rd quarter	2·48	3·25	0·94	1·35	0·98	0·69	0·54	0·52	2·99	0·70	1·29	16·24
4th quarter	2·53	3·60	1·04	1·55	1·05	0·73	0·65	0·63	3·40	0·77	1·44	16·69
1964 1st quarter	2·56	3·43	1·11	1·62	1·03	0·78	0·55	0·55	3·57	0·76	1·17	17·51
2nd quarter	2·57	3·60	1·13	1·65	1·16	0·82	0·65	0·60	3·78	0·87	1·43	18·06
3rd quarter	2·58	3·43	1·07	1·45	1·20	0·82	0·55	0·58	3·53	0·89	1·58	18·25
4th quarter	2·64	3·93	1·22	1·76	1·27	0·91	0·74	0·68	4·03	0·91	1·89	19·24
1965 1st quarter	2·70	3·86	1·28	1·73	1·32	0·87	0·66	0·61	3·66*	0·83	1·67	19·69*
2nd quarter	2·71	3·87	1·26	1·87	1·41	0·90	0·67	0·66	4·58	1·00	1·96	20·64
3rd quarter	2·83	3·84	1·25	1·70	1·37	0·89	0·62	0·66	4·03	0·94	2·05	20·85
4th quarter	2·92	4·34	1·41	2·02	1·50	0·99	0·79	0·78	4·57	1·04	2·11	21·56
1966 1st quarter	2·92	4·22	1·36	1·94	1·52	0·98	0·73	0·69	4·55	1·07	1·93	22·47
2nd quarter	2·79†	4·38	1·40	2·09	1·60	0·99	0·78	0·73	4·79	1·16	2·17	22·56
3rd quarter	3·06											

(a) Excluding United States Special Category exports (see Definitions). The discontinuity between 1964 and 1965 has been allowed for in calculating the percentage increases.
* Significantly affected by a dock strike in the United States.
† Significantly affected by the seamen's strike.

Government Publications

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Table 5: Index numbers of industrial production

Seasonally adjusted — 1960 = 100

	Industrial countries	United States	European OECD	United Kingdom	EEC	France	German Federal Republic	Italy	Japan
1958	85	86	86	88	85	91	84	78	67
1959	94	97	91	93	90	92	90	87	80
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	111	109	110	101	113	112	111	122	129
1963	117	114	116	105	119	117	115	132	142
1964	125	122	124	113	127	127	125	134	166
1965	134	132	129	116	133	128	132	140	174
1962 1st quarter	108	107	107	100	111	110	108	120	129
2nd quarter	110	109	109	102	112	111	111	120	130
3rd quarter	111	110	110	102	114	113	112	122	129
4th quarter	111	110	110	101	115	114	113	125	128
1963 1st quarter	112	111	109	101	113	110	110	127	131
2nd quarter	115	114	114	104	119	117	115	132	138
3rd quarter	118	116	116	107	121	121	116	134	146
4th quarter	120	116	119	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	126	122	137	160
2nd quarter	124	121	122	112	126	127	124	134	164
3rd quarter	126	123	123	113	127	126	125	131	169
4th quarter	128	124	125	115	129	126	128	133	172
1965 1st quarter	130	128	126	116	130	125	131	134	173
2nd quarter	132	130	127	116	132	127	132	139	173
3rd quarter	134	133	128	116	133	130	131	142	175
4th quarter	136	135	130	117	135	133	133	145	175
1966 1st quarter	140	140	132	118	137	134	135	149	181
2nd quarter	142	143	133	117	140	136	136	155	189
3rd quarter		145		118		140	133		199

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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N. Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for September 1966, prepared by the Ministry of Commerce, is 151 (1958=100). This is 12 points higher than for August 1966 and 2 points higher than for September 1965.

The index numbers for the main industrial groups for September 1966 with the increase or decrease on September 1965 shown in brackets are: textiles 140 (−2 points); clothing 141 (+10); engineering and metals 131 (+18); food, drink and tobacco 116 (−12); timber and furniture 132 (−46); other manufacturing industries 334 (+10); construction 168 (−6); gas, electricity and water 156 (−1).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, November 25, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
60 Cycles	Br/E 31801	17	November 21	Columbia Pictures Corp. Ltd.	National Film Board of Canada
The Brides of Fu Manchu	Br/E 31802	91	November 21	Warner-Pathe Distributors Ltd.	Fu Manchu Films Ltd.
The Quiller Memorandum	Br/E 31803	105	November 21	Rank Film Distributors Ltd.	Ivan Foxwell Productions Ltd.
Promise Her Anything	Br/E 31804	97	November 21	Paramount Film Service Ltd.	Seven Arts Productions (UK) Ltd.
Look at Life Series 32:					
Skimming through the Sixties	Br/E 31805	9	November 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Out of the Rainbow	Br/E 31806	9	November 22	" "	" "
The Big Take-Off	Br/E 31807	10	November 22	" "	" "
Catacombs	Br/E 31815	90	November 25	British Lion Films Ltd.	Parroch-McCallum Productions Ltd.
Movietone News 1954	Br/E 31371	7	November 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1954A	Br/E 31372	7	November 25	" "	" "
Pathe News 66-93	Br/E 31440	8	November 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-94	Br/E 31441	7	November 25	" "	" "
FOREIGN					
The Venetian Affair	F 31795	92	November 21	Metro-Goldwyn-Mayer Pictures Ltd.	Jerry Thorpe Productions Inc.
The Dangerous Days of Kiowa Jones	F 31796	83	November 21	" "	Youngstein and Karr Inc.
Guided Mouse-Ille	F 31797	7	November 21	" "	Metro-Goldwyn-Mayer Inc.
Puss 'n' Boats	F 31798	7	November 21	" "	" "
Concorde	F 31799	14	November 21	" "	Objectifs S.A., Paris.
Backdoor to Hell	F 31800	69	November 21	Twentieth Century-Fox Film Co. Ltd.	Lippert Inc. and Medallion Films Inc.
For Pete's Sake	F 31808	105	November 22	Billy Graham Evangelistic Association Ltd.	World Wide Pictures Inc.
The Young Sinner	F 31809	79	November 23	Eagle Films Ltd.	A. T. C. Franks Production.
Wild Youth	F 31810	71	November 23	" "	Cinema Associates Inc.
Munster, Go Home!	F 31811	86	November 23	Rank Film Distributors Ltd.	Universal International Films Inc.
A Thousand Clowns	F 31812	115	November 23	United Artists Corp. Ltd.	Harrell Inc.
(a) Gift, (b) Poison	F 31813	98	November 23	Antony Balch Films Ltd.	Nordisk Film Kompagni, Valby, Copenhagen.
Batman	F 31814	105	November 24	Twentieth Century-Fox Film Co. Ltd.	Greenlawn Productions Inc. and Twentieth Century Fox Film Corp.

CORRECTION TO THE REGISTER:
In the list of films registered during the week ended Friday, January 21, 1966, the title of the film 'Pink Pyjamas' (F 31022) should read 'Pink Pajamas'.

Turnover of the motor trades in September

THE TOTAL turnover of the motor trades in September was 6 per cent lower than in September last year.

Sales of new vehicles were at their lowest level since this series was started in January 1963 and were 23 per cent below those of September 1965. Sales of used vehicles were slightly below those in August and 11 per cent less than in September last year. These reductions in vehicle sales compared with last year were partly offset by an increase of 8 per cent for all other sales and receipts (this includes sales of petrol, oil and accessories and receipts from repairs and servicing).

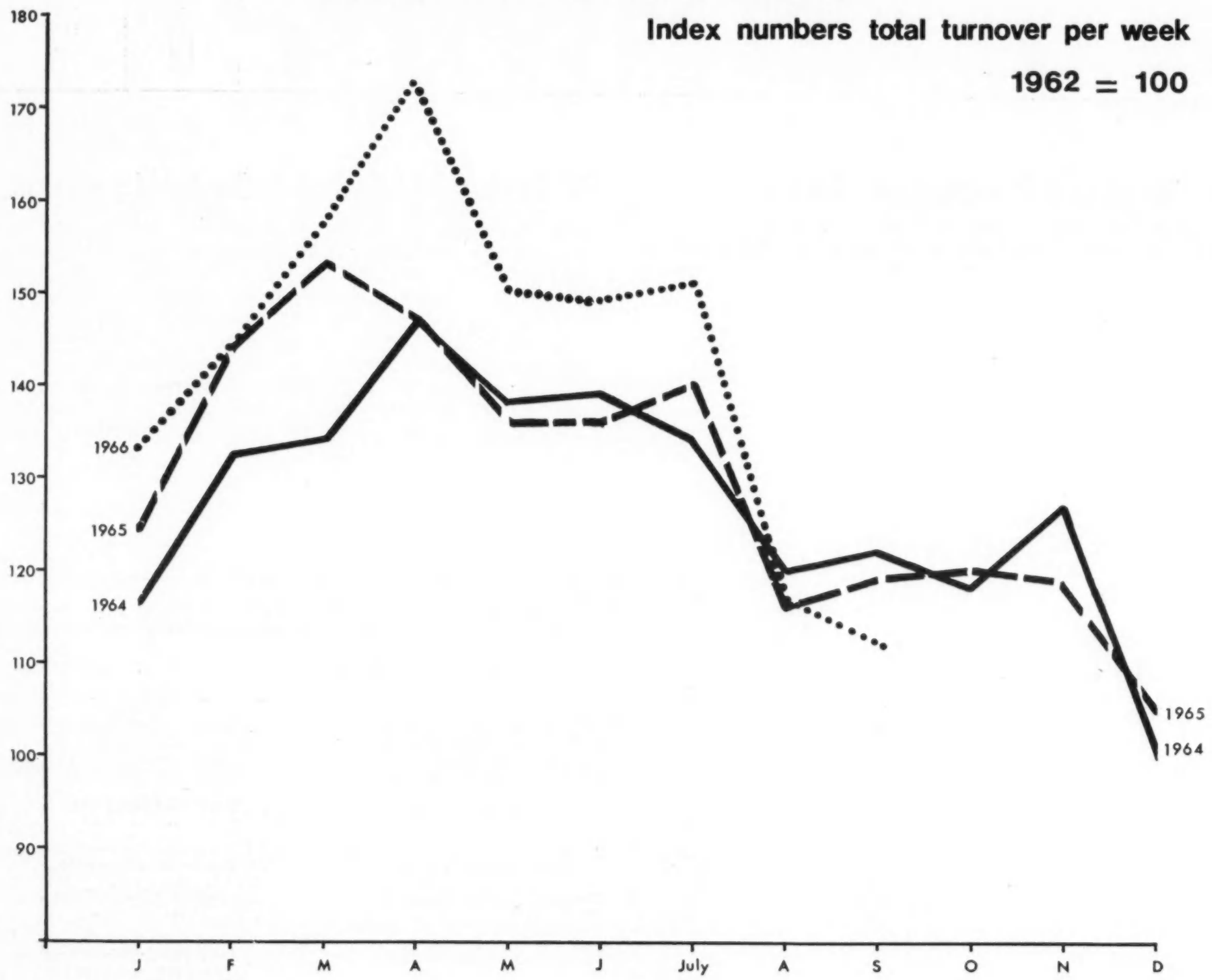
A comparison of the figures for the third quarter with those for previous years shows that the level of turnover was about the same as in 1964 and 1965. However, this year the figures for this quarter have been affected by the measures of July 20. In July, turnover was 8 per cent up, in August the same and in September 6 per cent down, compared with last year. Sales of new vehicles have shown a swing from an increase of 9 per cent in July to a decrease of 23 per cent in September; for used vehicles the July increase was 1 per cent and the decrease in September was 11 per cent. Against this, other sales and receipts continued to show increases on 1965 experience of about the same order as earlier this year.

The total turnover for the first nine months of the year shows an increase of 6 per cent over the corresponding period of 1965. Sales of new vehicles were 4 per cent higher and of used vehicles 2 per cent higher than a year earlier. The figure for all other sales and receipts was 9 per cent higher than in 1965.

TURNOVER IN THE MOTOR TRADES

Index numbers total turnover per week

1962 = 100



Overdrafts of the nationalized industries

THE Treasury announce that the total bank overdrafts of the nationalized industries at November 16, 1966 amounted to £90.0 million of which £79.0 million was from the clearing banks and £11.0 million from the Scottish banks.

Cinema admissions in October

DURING OCTOBER, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 5.2 million and the weekly average of gross box office takings was £1.15 million.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	143(b)	146	157	125		133	144	158	173	150	149	151	116	112			
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+6(c)	+3	+12	Nil		+7	Nil	+3	+17	+10	+10	+8	Nil	—6			
ANALYSIS OF TURNOVER: Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	154(b)	173	178	112		155	166	192	227	160	154	163	92	87			
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+4(c)	Nil	+18	—8		+7	—6	Nil	+38	+12	+4	+9	—12	—23			
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	130(b)	135	153	103		111	138	151	158	154	148	129	94	91			
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—3	Nil	—12	+4
	1966	+2(c)	+2	+8	—6		+4	Nil	+2	—3	+9	+17	+1	—10	—11			
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138(b)	128	140	146		124	126	132	133	141	146	151	146	143			
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+9(c)	+8	+9	+10		+8	+6	+9	+5	+9	+11	+10	+12	+8			

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by September 1966 turnover was the five weeks from August 28, 1966 to October 1, 1966; the corresponding period in 1965 was from August 29, 1965 to October 2, 1965.
(b) Index number for period January to September 1966.
(c) Percentage change for period January to September 1966 compared with corresponding period of 1965.

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in September was 2 per cent lower than the previous year, compared with no change in August and a decrease of 1 per cent in July. The third quarter as a whole showed a decrease of 1 per cent on the corresponding year earlier period, compared with increases of 5 per cent and 7 per cent respectively in the first and second quarters.

Food shops showed an increase of 1 per cent on a year earlier, while household goods shops and clothing and footwear shops showed decreases of 1 per cent and 10 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
1965 September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil

Further details may be had on application to Ministry of Commerce, Index and Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

Production of man-made fibres in October

TOTAL PRODUCTION by weight of man-made fibres in October was 4 per cent more than in October 1965. Within the total, output of continuous filament was 1 per cent more and staple fibre 7 per cent more.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 2nd quarter	101·0	120·8	221·9
3rd quarter	93·7	105·8	199·5
1966 2nd quarter	111·6	120·8	232·4
3rd quarter	97·2	108·2	205·4
1965 August	31·4	30·6	62·0
September	31·5	36·4	67·9
October	33·4	37·4	70·8
1966 August	30·4	32·6	62·9
September	32·8	36·5	69·2
October	33·6	40·1	73·7

DEA progress report on 'Part IV'

THE DEPARTMENT OF ECONOMIC AFFAIRS have issued their progress report number 22 for November which deals with 'Part IV' of the Prices and Incomes Act.

Copies of the report are available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Private pension funds' investment falls in the third quarter

TOTAL NET investment by private pension funds in the third quarter of 1966, estimated at £47 million, was the lowest recorded since these statistics began in 1963. Investment in the third quarter was £32 million less than the previous quarter and £6 million below the third quarter of 1965. Part of the fall between the second and third quarters of 1966 may be due to seasonal factors, as there was a similar, although less marked, fall between the second and third quarters of 1965. Also there is considerable quarter to quarter fluctuation in this series, affected, among other things, by the irregular pattern of dividend payments this year, and possibly by the timing of transfers to their pension funds by companies. Total net investment in the first three quarters of 1966 (£198 million) was some £11 million or 6 per cent higher than in the first three quarters of 1965, which was in turn 11 per cent higher than the first three quarters of 1964.

The large private pension funds (i.e. those with assets of £25 million and over) recorded the largest proportionate fall in investment between the second and third quarters. Net investment by these funds fell by £20 million to £15 million, the latter figure representing 32 per cent of total net investment compared with 45 per cent in the second quarter.

For the first time since the third quarter of 1964, sales of public sector securities exceeded purchases (by £4 million), long-dated and undated British Government securities being the only categories to attract investment. Investment in company securities (£53 million) was virtually at the same level as in the previous quarter, a slight fall in investment in equities being balanced by a rise in investment in debentures. Land, real property and ground rents attracted investment during the quarter at about the average level during 1965 (about £5½ million), having fallen by some £4½ million from the peak level of the previous quarter.

Total investment in securities, etc. at £53 million was at the lowest quarterly level since the last quarter of 1964, and a fall during the quarter in holdings of cash and other short-term assets (£6 million) brought total net investment to the low figure of £47 million.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit-making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

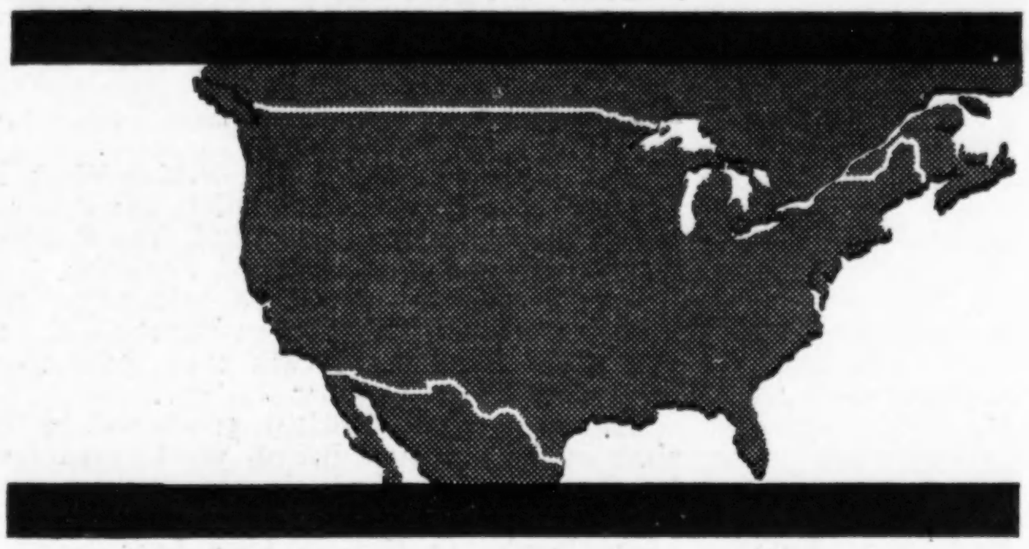
Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realized. For a further description of the statistics, see *Board of Trade Journal*, July 1, 1966.

Net investment in assets by private pension funds (1)

£ million

ASSETS	NET INVESTMENT 1963 Year	1964 Year	1965 1st quarter	1965 2nd quarter	1965 3rd quarter	1965 4th quarter	1965 Year	1966 1st quarter	1966 2nd quarter	TRANSACTIONS 3rd quarter, 1966 Assets acquired	Assets realized	Net investment
Public sector securities:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	— 3·1	— 1·7	+ 0·7	+12·7	— 4·5	+ 2·8	+ 11·7	+ 5·3	— 7·3	3·4	8·5	— 5·1
Over 5 and up to 10 years	— 12·4	— 5·9	+ 5·8	+ 5·7	+ 3·3	— 0·9	+ 13·9	— 6·9	— 7·2	3·6	15·4	—11·9
Over 10 and up to 15 years	+ 5·9	— 2·6	+ 0·8	— 0·6	+16·6	+14·3	+ 31·1	—10·7	— 1·4	10·6	13·8	— 3·2
Over 15 years	— 6·1	+ 10·0	+ 7·5	— 2·9	— 5·2	— 4·2	— 4·8	+12·6	+15·7	45·3	30·1	+15·2
Undated	— 1·6	— 0·4	— 1·0	— 0·4	+ 1·7	+ 1·2	+ 1·5	— 0·5	+ 3·6	11·7	6·2	+ 5·5
United Kingdom local authority securities:												
Quoted:												
Period to maturity:												
Up to 10 years	— 1·3	— 0·5	—	+ 0·2	+ 1·8	+ 1·5	+ 3·5	—	+ 3·0	2·4	4·6	— 2·2
Over 10 and up to 15 years	+ 4·1	— 0·2	+ 0·4	+ 0·8	+ 0·7	+ 2·1	+ 4·0	+ 3·8	+ 1·9	1·3	2·7	— 1·4
Over 15 years and undated	+ 11·7	+ 1·2	+ 4·1	+ 2·8	— 0·4	+ 4·9	+ 11·4	+ 0·4	— 0·9	1·2	1·7	— 0·5
Unquoted	+ 1·3	+ 3·5	+ 1·0	+ 0·7	— 0·8	+ 0·1	+ 1·1	+ 0·5	— 1·8	1·8	2·3	— 0·5
Total of public sector securities	— 1·5	+ 3·4	+19·4	+19·0	+13·2	+21·9	+ 73·5	+ 4·3	+ 5·6	81·3	85·3	— 4·0
Other investments:												
Company securities:												
Ordinary shares	+134·2	+133·3	+30·3	+23·9	+20·1	+27·3	+101·6	+40·4	+34·6	46·1	16·8	+29·4
Preference shares	+ 1·5	+ 1·6	+ 0·4	— 2·9	— 2·7	— 1·8	— 7·0	+ 0·3	— 1·6	2·2	2·4	— 0·2
Debentures, etc.	+ 57·4	+ 41·3	+18·9	+15·5	+25·9	+33·6	+ 94·0	+34·4	+19·7	32·8	9·1	+23·7
Mortgages and loans	+ 3·3	+ 1·8	— 0·1	+ 2·6	+ 1·2	+ 1·4	+ 5·1	+ 2·5	+ 0·9	2·2	2·6	— 0·4
Overseas government, etc., securities	+ 0·3	— 4·1	— 1·2	— 1·7	— 0·2	— 0·3	— 3·3	— 0·8	— 1·6	1·4	2·2	— 0·8
Other investments	+ 17·7	+ 15·7	+ 5·1	+ 5·9	+ 5·5	+ 6·2	+ 22·8	+ 1·4	+10·3	6·0	0·3	+ 5·7
Total of other investments	+214·4	+189·5	+53·5	+43·3	+49·8	+66·5	+213·2	+78·3	+62·3	90·8	33·4	+57·4
Total of investments	+212·9	+192·9	+72·9	+62·3	+63·0	+88·4	+286·7	+82·6	+68·0	172·0	118·7	+53·3
										BALANCES		
										June 30, 1966	Sept. 30, 1966	
Cash and other short-term assets:												
Cash in hand and with UK banks	+ 2·7	+ 1·1	—10·0	+ 1·8	— 3·1	+11·2	— 0·2	— 3·3	+ 2·5	41·0	34·7	— 6·3
UK local authority bills and temporary money	+ 2·2	+ 32·7	+ 7·0	— 1·6	— 5·3	— 7·9	— 7·8	— 4·8	+ 3·0	39·8	36·8	— 3·0
Other short-term assets	+ 4·3	+ 4·1	+ 0·6	+ 1·5	+ 1·1	— 2·2	+ 1·0	+ 0·5	— 0·2	29·5	34·5	+ 5·0
Short-term liabilities	— 7·7	+ 8·3	— 4·1	+ 4·2	— 1·3	— 2·8	— 6·0	— 2·9	+ 5·7	10·8	12·4	— 1·6
Total net cash and other short-term assets	+ 1·5	+ 46·3	— 6·5	+ 5·9	—10·5	— 1·6	— 12·9	—10·6	+11·0	99·5	93·6	— 5·9
Total net investment	+214·5	+239·2	+66·4	+68·2	+52·5	+86·7	+273·8	+72·0	+79·0			+47·4

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
— = Nil or less than £·05 million.



REPORT ON U.S.A.

Concern has been expressed regarding the ability of the U.S. economy to withstand the mounting pressures which many feel may herald the end of the current boom. The President and his advisers, however, remain confident that the situation is under control.

The position is fully discussed by our Economic Intelligence Department in their most recent report on the United States economy. The economic implications of a prolonged war in Vietnam and of recent Congressional elections are considered and other questions of vital interest to businessmen selling to America are covered. Also included is a special survey of California, one of the richest states in the Union.

We in Barclays have a special interest in the United States; Barclays Bank of California, established in San Francisco in 1965, has recently opened a branch in Los Angeles; also, in San Francisco are the offices of Barclays Pacific Representative, together with an agency of Barclays Bank D.C.O., while in New York we have a Barclays Representative and two branches of Barclays Bank D.C.O.

Copies of the report, which is illustrated by charts in full colour, can be obtained from any of our branches. Alternatively, please get in touch with any of our specialised Foreign branches.

London: Chief Foreign Branch,
168 Fenchurch Street, EC3

West End Foreign Branch: 1 Pall Mall East, SW1

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Exhibitions and Fairs

Australian National Field Days

MANY items of agricultural machinery were shown in Australia for the first time at the Australian National Field Days in Orange, New South Wales, from November 14 to 17, when Britain was the 'Guest Nation'.

The Field Days are unlike the usual country show in that there are no sideshows or associated activities. They were started 15 years ago by a small group of graziers and property owners in and around Orange who, feeling the lack of facilities for the man on the land, created a show where machinery of all types could be comparatively demonstrated in as near as possible the conditions under which the products would be used.

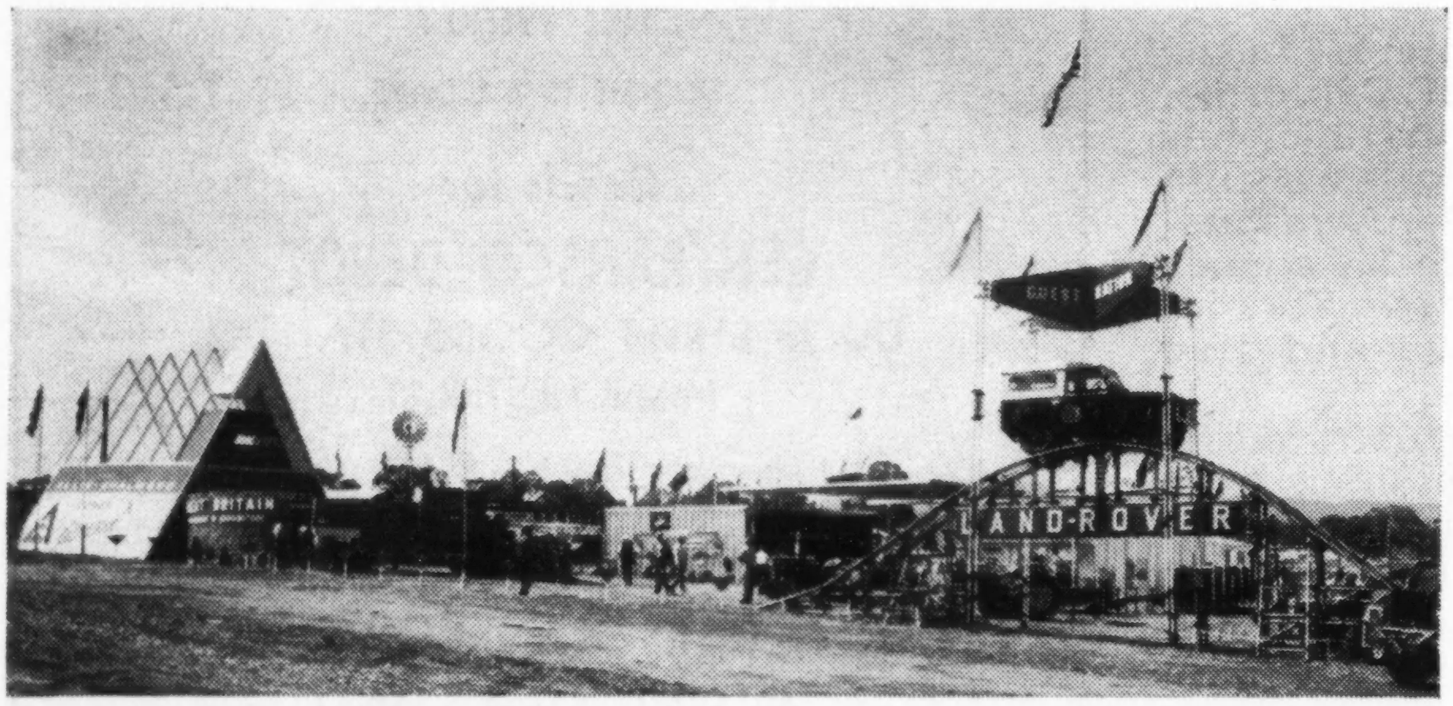
From a local one-day display of 30 exhibits in 1952, the Field Days have grown to their present size, larger than ever before and attracting over 160 exhibitors and nearly 40,000 people from all over Australia and further afield. The major machinery distributors in Australia have come to regard the Field Days as the foremost demonstration venue in the country.

Sir Charles Johnston, the British High Commissioner, in opening the Field Days, said that Britain was the largest exporter in the world of agricultural machinery. 'The agricultural machinery manufacturers of Britain export about 85 per cent of their entire production to the value, last year, of £214 million.'

The Guest Nation site covered an acre of ground. There were 31 exhibitors, mainly subsidiaries and agents of British farm machinery manufacturers. The value of the exhibits was estimated at over £100,000. Principal among the new machinery on show was the Ransomes, Sims & Jefferies Cavalier Combine Harvester, shipped to Australia for the event, and then for trial on the Darling Downs, Queensland, wheat belt; the BMC mini-tractor and mini-moke; the Howard Rotovator Rotoseeder: a root harvester manufactured by Root Harvesters Ltd., of Peterborough; the Ernest Doe tractor (two Ford 5000 tractors in tandem); the new County Super 4 Tractor, manufactured by Commercial Cars Ltd., of Fleet, Hants; and the Bamford 'Wizzler' grass cutter, which has been on trial in Victoria. Ford, Massey Ferguson and David Brown also displayed their latest range of tractors, and all reported good sales and excellent inquiries.

The British Pavilion was simple, and consisted in the main of excellent, very large farming sheds, bridged by a cantilever roof. Within the Pavilion a Rolls Royce Silver Shadow formed a centrepiece to various exhibits of implements and photographic displays.

The drought had severely affected farming activities in New South Wales, but recent rains had improved the situation considerably. There was a buoyancy in the atmosphere, and the Field Days, despite the earlier set-backs, were voted to be the 'most effective ever.'



Britain occupied the 'Guest Nation' site at the Orange National Field Days (November 14-17) – a show in New South Wales which is held to be Australia's major display of agricultural machinery. Britain's one acre site was occupied by 30 subsidiaries or agents for British plant. Visitors totalled 40,000 and the show was said to be the best yet.

HRH Princess Margaret to open British Week in Brussels

IT HAS BEEN announced that British Week in Brussels is to be opened by HRH the Princess Margaret on September 29, 1967. The Princess will be accompanied by Lord Snowdon. The British Week, which will be held under the joint patronage of HM Queen Elizabeth II and HM King Baudouin I, will take place from September 29 to October 7, 1967.

This promotion of British goods will be the sixth of the new-style British Weeks organized by the Board of Trade in co-operation with the BNEC Export Council for Europe. Previous Weeks in Europe have been held in Düsseldorf and Denmark (1964), Amsterdam and Milan (1965), and Lyons (October 1966).

Over 1,000 shops in the main shopping area of the capital will concentrate on selling British consumer goods of every description during the Week. Capital goods manufacturers will also find many opportunities for business contacts, special free film-showing facilities, etc.

Some 1½ million people live in Brussels, which has been called the Gateway to the Common Market. It is easily accessible, with a tradition of free enterprise and competition, and British goods are already well known there.

Many special events are being arranged to take place during the Week.

Note:

A British Week office set up by the Board of Trade has been in operation for several months in Brussels at 131 rue du Commerce, Brussels, 4. (Tel. 12.18.57).

A map of the area appears on the front cover of this issue.

Scottish Industries Exhibitions' new chairman

THE new chairman of the Council of Management of Scottish Industries Exhibitions (Home and Overseas) Limited is Mr. Robin MacLellan, chairman of MacLellan Rubber Limited of Glasgow. He succeeds Lord Clydesmuir, who has relinquished the position since being appointed chairman of the Executive Committee of the Scottish Council earlier this year.

The company was formed in March this year as a result of the success of the council's last Scottish Industries Exhibition and serves to promote Scottish products. Its first venture, participation in the British Food Fair at Olympia this autumn, proved a great success in every way.

Mr. MacLellan is a member of the BNEC Committee for Exports to Canada, and earlier this year was appointed deputy chairman of the British Airports Authority.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1, or 423 Oxford Street, W.1

A good start for the Engineers' Day

THIRTY-FIVE THOUSAND people visited the Government sponsored careers exhibition 'The Engineers' Day' at the Science Museum, London, in the week following the opening ceremony on November 18, attended by HM The Queen, Ayub Khan, President of Pakistan, and HRH The Duke of Edinburgh. Many of these visitors consisted of parties of schoolchildren between the ages of 12 to 18 who are faced with deciding what to do after leaving school. The exhibition is designed to encourage them to consider professional engineering as a career.

The exhibition is open from 10 a.m. to 6 p.m. Monday to Saturdays, and from 2.30 p.m. to 6 p.m. on Sundays (excluding Christmas Day) until January 14, 1967.

To visit Smithfield Show

SIX LEADING agricultural experts from various parts of the Commonwealth are coming to Britain on December 6 to attend the Smithfield Show. They will also visit important firms in the field of agricultural equipment. This mission, representing Nigeria (all three regions), Malaysia and Trinidad, and sponsored by the Royal Commonwealth Society and the British National Export Council, is on similar lines to one organized in July 1965 to coincide with the Royal Agricultural Show. The object is to bring together people in this country and overseas who are connected with the progress of agriculture in the developing Commonwealth countries. The mission leaves on December 16.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times.*
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Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

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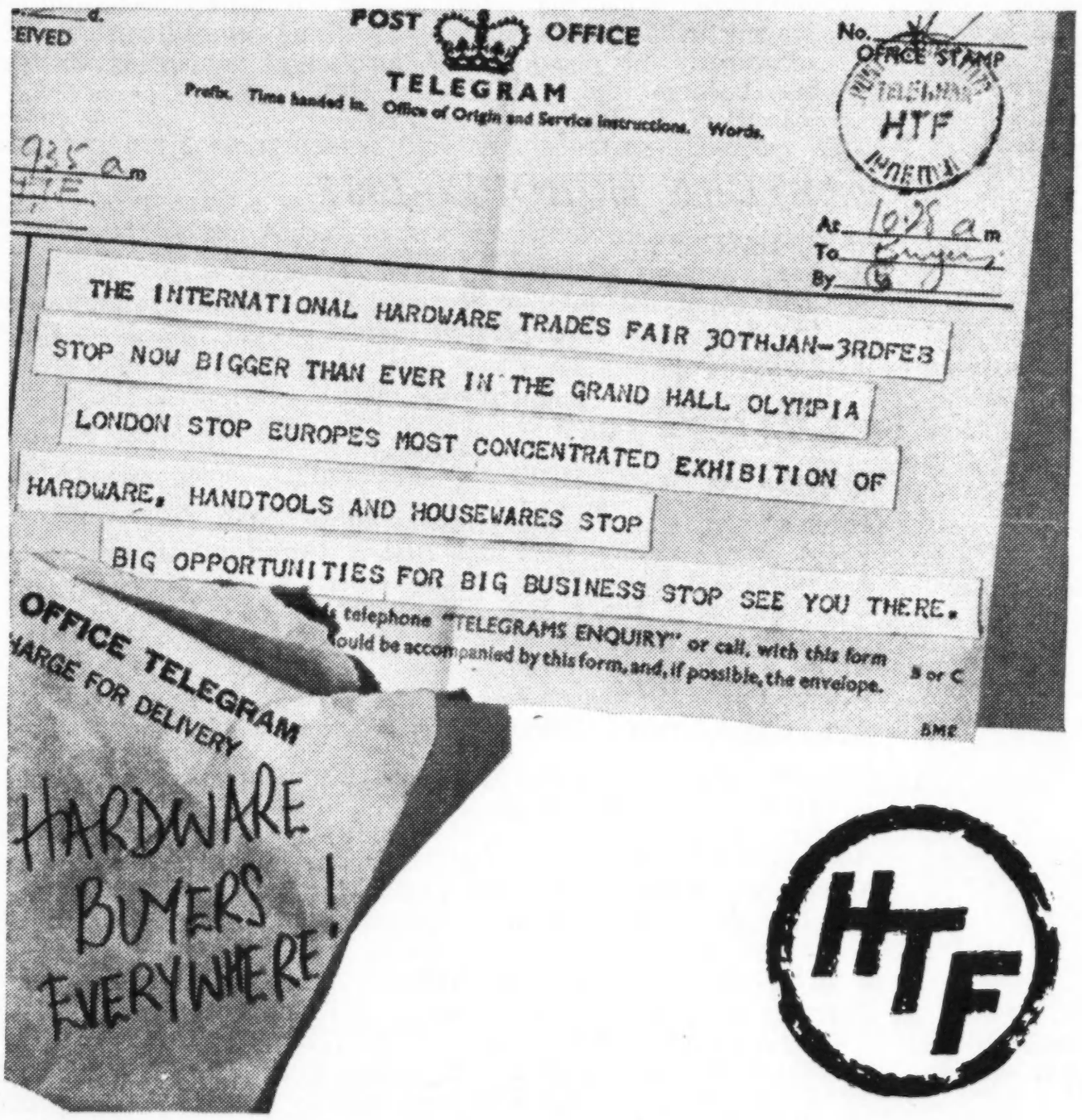

The H.T.F. is the busiest and most concentrated European Annual Fair devoted entirely to the Hardware Trade. It is contained under cover in Britain's largest Exhibition Hall — The Grand Hall, Olympia. It attracts over 30,000 visitors from 68 Countries throughout the World and every visitor is a potential buyer. It is not only a shop window for British manufacturers. Included among its exhibitors are manufacturers from Canada, Australia, Eire, Germany, Austria, France, Italy, U.S.S.R., Scandinavia and other important industrial countries.

The H.T.F. is a vital International Market Place where Manufacturers, Distributors, Agents and Buyers meet every year to buy and sell all that's best in Hardware.

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Tel: High Wycombe 21391

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 4 1966)

The next full supplement will be published on March 3.

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE — SECTION I.

Further details about an event may be obtained from the officer named (Tel. Abbey 7877). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Miss J. H. Quested, Ext. 3069).

WESTERN EUROPE—1967

DELETE:

Copenhagen: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – October 1967.

AMENDMENTS:

Gothenburg: INTERNATIONAL SEA TRANSPORT EXHIBITION – April 1-19, 1967.
This entry should be amended to read:
Joint ventures with:
(1) The Dock and Harbour Authorities Association (8 ports).
(2) The British Marine Equipment Council.
(3) The Association of Hydraulic Equipment Manufacturers and an information stand manned by the Shipbuilding Conference.
(Miss M. S. Jones, Ext. 2788).

Gijon: FIRST INTERNATIONAL MINING AND GEOLOGICAL EQUIPMENT FAIR – May 15-23, 1967.
This entry should be amended to read:
Joint venture with the Federation of Associations of Mining Equipment Manufacturers. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Bad Godesberg, Nr. Bonn: MINOR BRITISH WEEK – May 27-June 4, 1967.
Over 150 shops have now expressed an interest in participating in this self-generated promotion of Britain. The Board of Trade will be supplying display material and it is hoped that British policemen and a bus will also be in attendance.
Manufacturers wishing to take advantage of these favourable conditions to seek or increase outlets in this exclusive residential suburb of Bonn should contact Mr. J. Hardman, Commercial Department, British Embassy, 77 Friedrich-Ebert Allee, Bonn 53.
(G. F. Snell, Ext. 2764).

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1957.
This entry should be amended to read:
(6) The Textile Promotion Consultative Committtee (5 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Hameln, W. Germany: MINOR BRITISH WEEK – June 18-25, 1967.
Manufacturers wishing to take advantage of this promotion should contact Mr. R. G. Robinshaw, British Consulate-General, Harvestchuder Weg 8A, Hamburg 13.

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – September 28-October 5, 1967.
This entry should be amended to read:
Possible joint venture with the Surgical Instrument Equipment and Appliance Export Group.
(Mrs. I. M. Janzen, Ext. 2489).

ADDITIONS:

Helsinki: THE BOAT AND CAMPING SHOW – February 10-19, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Frankfurt: INTERNATIONAL FUR FAIR – April 26-30, 1967.
The Board of Trade is considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Berne: LOEB BROTHERS LTD. STORE PROMOTION – April 1967.
This is the principal department store in Switzerland's capital. An extensive programme of supporting features is contemplated and may include visits by British policemen, the creation of British 'shopping streets' within the store, a large replica of Big Ben attached to the main facade of the store and several small exhibitions. The whole range of consumer goods is available from the store's 100 departments and the quality of this merchandise is very high.
(Mr. P. S. E. Hooper, Ext. 2755).

Liège: GRAND BAZAR DE LA PLACE ST. LAMBERT STORE PROMOTION – September 21-28, 1967.
Preliminary notice has been received of the store's intention to mount a fashion parade on the theme 'L'Angleterre'.
(Mr. P. S. E. Hooper, Ext. 2755).

Denmark: DERES TOJ EKSPERT STORE PROMOTION – September 25-October 9, 1967.
This organization consists of a chain of 100 independent shops throughout Denmark retailing men's clothing. The Board of Trade will provide a large amount of display material and will contribute under the terms of the Co-operative Advertising Scheme to the budget of the advertising campaign which will accompany the promotion. A number of supporting features may be organized by DTE.
(Mr. P. S. E. Hooper, Ext. 2755).

EASTERN EUROPE—1967

AMENDMENT:

Budapest: BRITISH ENGINEERING DAYS – February 6-10, 1967.
This event will take place from February 6-10 and not on the dates shown in previous issues of the *Board of Trade Journal.*

CANADA—1967

ADDITION:

Toronto: NATIONAL INTERIOR DESIGN SHOW – May 23-25, 1967.
A joint venture with the British Furniture Manufacturers' Federated Association.
(Miss M. S. Jones, Ext. 2788).

U.S.A.—1967

DELETE:

Chicago: FIRST INTERNATIONAL CONTRACT EXPOSITION AND CONGRESS (INTERCON I) – March 20-22, 1967.

AMENDMENTS:

New York: INTERNATIONAL TOY FAIR – March 5-10, 1967.
The dates for this event should read March 5-10 and not March 9-13 as previously shown.
(Mr. A. F. Fenton, Ext. 2786).

Chicago: TOOL EXPOSITION (ASTME) – April 24-28, 1967.
This entry should be amended to read:
Joint ventures with the Machine Tool Trades Association (12 firms) and Gauge and Tool Makers' Association (24 firms).
(Mr. A. F. Fenton, Ext. 2786).

Mr. T. C. Sharman, HM Consul-General at Atlanta (second right) seen presenting Mr. G. M. Ivey, president of J. B. Ivey and Company of Charlotte, North Carolina, with a commemorative plaque following a successful British promotion held in the store. Also in the picture are Mr. E. W. Hannock, Jr. (second left), vice-president merchandising at J. B. Ivey and Co., and Mr. Stan Brookshire (extreme right), Mayor of Charlotte.

Chicago: ANNUAL MEETING OF THE AMERICAN HOSPITAL ASSOCIATION – August 21-25, 1967.
The Board of Trade have been informed that this event will take place from August 21-25.
(Mr. A. F. Fenton, Ext. 2786).

ADDITIONS:

New York: CARPET DISPLAY (BRITISH TRADE CENTRE) – January 15-20, 1967.
A joint venture with the Export Group of the Federation of British Carpet Manufacturers (10 firms).
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: CARPET DISPLAY (LOS ANGELES MART) – January 22-27, 1967.
A joint venture with the Export Group of the Federation of British Carpet Manufacturers (10 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: DISPLAY OF JEWELLERY (NEW YORK HILTON HOTEL) – February 27-March 1, 1967.
A joint venture with the Jewellery Trade Export Group. Firms interested in participation should contact the group.
(Mr. A. F. Fenton, Ext. 2786).

Los Angeles: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 13-17, 1967.
Trade information stand manned by the Corrosion and Protection Association.
(Mr. A. F. Fenton, Ext. 2786).

New York: INTERNATIONAL PHOTOGRAPHY AND TRAVEL FAIR – April 5-9, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE ON ELECTRONIC COMPONENTS – June 13-15, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL JEWELLERY TRADE SHOW – July 27-August 4, 1967.
A possible joint venture with the Jewellery Trade Export Group.
(Mr. A. F. Fenton, Ext. 2786).

During British Week in Lyons a campaign to promote the sales of British newspapers and magazines was undertaken jointly by the Newspaper Proprietors' Association, the Periodical Proprietors' Association, the Central Office of Information, with the support of the Foreign Office, and put into effect by Continental Publishers & Distributors Ltd. Promotion material provided by Central Office of Information included posters, stickers, show-cards and banners, while descriptive folders were widely distributed. Special display racks were also used, with headboards reading 'Newspapers and Magazines from Britain on Sale Here'. The racks were sited at prominent selling points in Lyons. Some 50 shops and kiosks are now selling British newspapers and periodicals in Lyons and in the neighbouring towns of St. Etienne and Grenoble.

San Francisco: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 22-25, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786).

AUSTRALIA—1967

AMENDMENTS:

Sydney: INTERNATIONAL TOY FAIR – February 12-16, 1967.
Joint venture with the British Toy Manufacture Association (37 firms).
(Mrs. I. M. Janzen, Ext. 2489).

AFRICA—1967

AMENDMENT:

Accra (Ghana): FIRST INTERNATIONAL TRADE FAIR – February 1-19, 1967.
This entry should be amended to read:
The Board of Trade is organizing a British Pavilion at this event (37 firms).
(Miss M. S. Jones, Ext. 2788).

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1967.
This entry should be amended to read:
The Board of Trade is organizing a British Pavilion at this event (60 firms).
(Miss M. S. Jones, Ext. 2788).

ADDITIONS:

Nairobi: BRITISH HOTEL AND CATERING EQUIPMENT EXHIBITION – April 1967.
A joint venture with the London Chamber of Commerce in

AFRICA – 1967, *continued*

the City Hall, Nairobi. Firms interested in participation should contact the Chamber.
(Miss M. S. Jones, Ext. 2788).

Ndola: ZAMBIA TRADE FAIR – June 30-July 3, 1967.
A possible official information stand to be manned by the British High Commission, Lusaka.
(Miss M. S. Jones, Ext. 2788).

ASIA

ADDITIONS:

Tokyo: INTERNATIONAL EXHIBITION OF PORT EQUIPMENT – May 8-14, 1967.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Amendments and Additions to Classified List of Trade Fairs and Exhibitions – Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries (Tel. Abbey 7877):

Germany	Ext. 3557
Benelux, Italy, Austria, Switzerland, Malta	Ext. 2782
France	Ext. 2783
East Europe, Western Hemisphere	Ext. 3558
Scandinavia and the rest of the world	Ext. 2496
United Kingdom	Ext. 3008

Information can also be provided about other events, which, owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS – Section II

Delete

COPENHAGEN: SCANDINAVIAN FASHION WEEK – March and September.

Amendments – 1967

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS.
The Board of Trade have been informed that this event will not take place in 1967. The next event will be held from September 27 to October 4, 1968.

BERLIN: FASHION WEEK.
The Board of Trade have been informed that this event will now take place from February 27-March 3, and not on the dates shown in previous issues of the *Board of Trade Journal.*

STOCKHOLM: INTERNATIONAL BOAT SHOW.
The Board of Trade have been informed that this event will take place from March 8-19, and it will be held at the St. Erik's Fair premises, Storängsvägen 18, Stockholm.

AMSTERDAM: CLOTHING AND TEXTILE FAIR (INTERCONTEX).
The Board of Trade have been informed that this event will now take place from April 16-19, and not on the dates shown in previous issues of the *Board of Trade Journal.*

JONKOPING (SWEDEN): EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA-67).
The Board of Trade have been informed that this event will take place from June 1-11.

SANTAREM: RIBATEJO AGRICULTURAL FAIR.
The Board of Trade have been informed that this event will probably take place from June 4-18.

KLAGENFURT: AUSTRIAN TIMBER FAIR.
The Board of Trade have been informed that this event will now take place from August 10-20.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR
The Board of Trade have been informed that this event will now take place from August 26-30, and not on the dates shown in previous issues of the *Board of Trade Journal.*

BERLIN: FASHION WEEK.
The Board of Trade have been informed that this event will now take place from September 4-12 and not on the dates shown in previous issues of the *Board of Trade Journal.*

OSLO: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION.
The Board of Trade have been informed that this event will take place from September 6-14.

LAUSANNE: SWISS NATIONAL AUTUMN FAIR (COMPTOIR SUISSE).
The Board of Trade have been informed that this event will take place from September 9-24.

BRUSSELS: INTERNATIONAL HEATING AND AIR CONDITIONING EXHIBITION.
The Board of Trade have been informed that this event will take place from September 16-24.

COPENHAGEN: THIRD INTERNATIONAL TECHNICAL FAIR.
The new address of the organizers is Secretariat, Udstillingsselskabet UFESAS, Ryvange Alle 20, Copenhagen Ø.

PARMA: INTERNATIONAL PRESERVED FOOD AND FOOD PACKAGING EXHIBITION.
The Board of Trade have been informed that this event will take place from September 23-October 1.

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS.
This event will be held from November 14-18 and not on the dates shown in previous issues of the *Board of Trade Journal.*

Additions – 1967

STOCKHOLM: 'VASKAN' EXHIBITION OF LADIES' HANDBAGS, UMBRELLAS AND TRAVEL GOODS – January 7-9.
Apply, Mr. H. Teo Harriman, Nordiska Massor, Birger Jarlsgatan 18 B, Stockholm.

BRUSSELS: INTERNATIONAL MOTOR, MOTOR CYCLE AND CYCLE EXHIBITION – January 18-29.
Apply, Salon De l'Automobile de la Moto et Cycle, 22 Rue Du Luxembourg, Brussels, 4.

COPENHAGEN: SCANDINAVIAN BOAT SHOW – February 8-13.
Apply, Erling Sundo A/S, Badstuestraede 8, Copenhagen K.

HELSINKI: BOAT AND CAMPING SHOW – February 10-19.
Apply, Finnish Fair Corporation, Helsinki, Toolo.

HERNING: SCANDINAVIAN TEXTILE FAIR – March 4-8.
Apply, Dansk Textil Messe, Ostergade 33, Herning.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 245) (Telex 25977).

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

PARIS: AGRICULTURAL SHOW – March 4-12.
Apply, M. Couillens, 72 Rue de Varenne, 75 – Paris 7e.

COPENHAGEN: TECHNICAL FAIR FOR THE SANITARY TRADE VVS – TEKNISK MESSE – March 14-19.
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, Copenhagen V.

MURCIA: INTERNATIONAL FOOD AND CANNED GOODS FAIR (FICA) – April 1-10.
Apply, Feria Internacional de la Conserva Y Alimentacion, Murcia, Spain.

ORLEANS: INTERNATIONAL FLOWER EXHIBITION – April 22-October 15.
Apply, Societe d'Economie Mixte pour l'Exploitation du Parc Horticole d'Orleans (SEMPO) Marie d'Orleans, Loriet.

OSLO: HOBBIES AND DO IT YOURSELF EXHIBITION – April 27-May 7.
Apply, Farveradet, Postboks 98, Tasen, Oslo 8.

PARIS: INTERNATIONAL VETERINARY CONGRESS – July 17-22.
Apply, M. le Professeur Fontaine, Ecole Nationale Veterinaire d'Alfort (Seine).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September.
† Apply, RAI Gebouw, Europaplein 8, Amsterdam 2.

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 2-5.
* Apply, MACEF – General Secretariat, Via Solferino 25, Milan.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 7-10.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINKS FAIR – September 7-16.
Apply, Industrial and Trade Fairs (Ireland) Ltd., 4 Fitzwilliam Place, Dublin 2. (Tel. Dublin 66027).

DIEPPE: SUSSEX FESTIVAL FAIR – September 9-17.
Apply, The Secretary, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 26189).

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 12-16.
† Apply, Schwiez, Burofach-Verband, Walter Rentsch Jr., Heinrichstrasse 216, NCR, PO Box 3046, 8023 Zurich.

ELDA: 6TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-20.
Apply, Feria International del Calzado 7 Industrias Afines, Elda, Alicante.

STOCKHOLM: ST. ERIK'S FAIR.
* Apply, A.B. St. Erik's- Mässan, Storängsvägen 18, Stockholm, No.

BERLIN: EUROPEAN AEROSOL MANUFACTURERS FEDERATION (FEA) – September 15-19.
† Apply, IGA, Haus de Chemie, 6 Frankfurt-am-Main, Karlstrasse 21.

HANOVER: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26.
Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 21-October 3.
* Apply, Salone Internazionale Della Technica, Corso Massimo d'Azeglio 15, Turin.

OSLO: BUILDING MACHINES & MATERIALS EXHIBITION (BYGG REIS DEG) – September 28-October 8.
Apply, Bygg Reisdeg, Nordisk Byggevare Messe Landsforbund, Greensen 10, Oslo.

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October 7-15.
* Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 14-25.
* Apply, M. le President, Place du Polygone, Montpellier (Herault).

VALENCIA: 4TH SPANISH FAIR OF FURNITURE, WOODWORK AND WICKERWORK – October 15-24.
Apply, Valencia International Samples Fair, Feria Del Mueble, Apartado 476, Valencia.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 28-November 12.
* Apply, Commissaire General, Palais de la Foire, Lille.

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – November 4-12.
* Apply, M. le President, Palais des Expositions, Boulevard de Champagne, Dijon.

Amendments – 1968

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR.
The Board of Trade have been informed that this event will now take place from February 15-18, and not on the dates shown in previous issues of the *Board of Trade Journal.*

MUNICH: INTERNATIONAL AGRICULTURAL SHOW (DLG).
The Board of Trade have been informed that this event will now take place from May 19-26, and not on the dates shown in previous issues of the *Board of Trade Journal.*

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR.
The Board of Trade have been informed that this event will take place from September 19-22.

Additions – 1968

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 11-18.
† Apply, Secretariat General, 2 Avenue Louis Bertrand, Brussels 3.

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 20-24.
* Apply, Arbeitsgemeinschaft fur Fachmessen Hofackerstrasse 36, 8032 Zurich. (Tel. 47.27.36).

FREDERICIA: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – April 22-28.
Apply, Secretariat Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

VALENCIA: 46TH INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

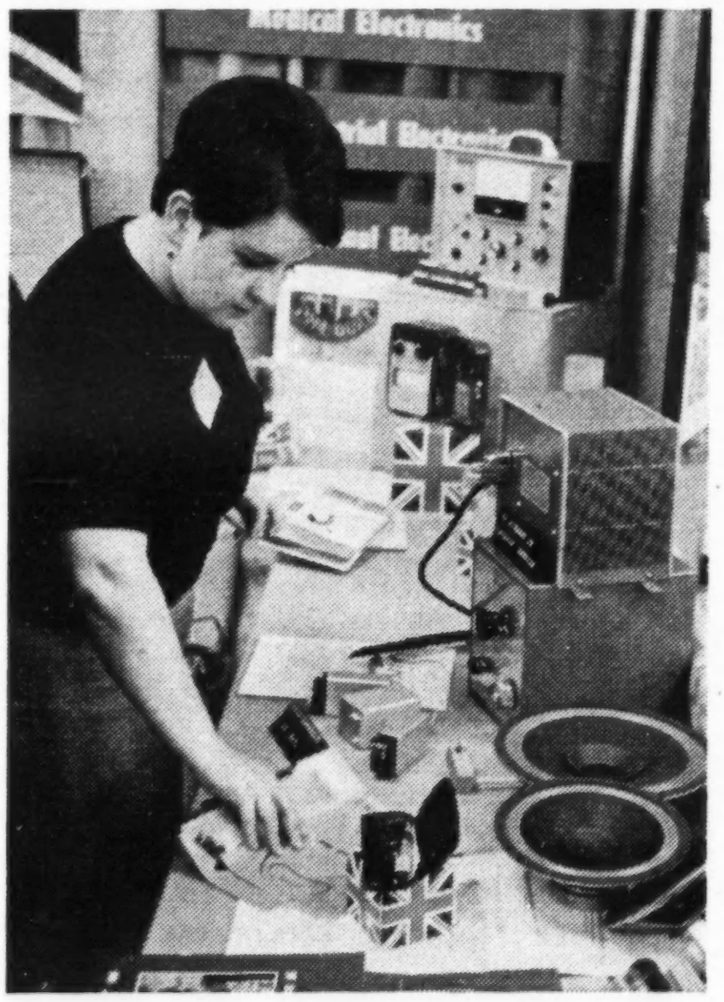
DÜSSELDORF: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22.
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4.
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION & INSTRUMENTS – September 27-October 4.
Apply, The Secretariat, International Fair for Electronics, Automation and Instruments, 1 Julius Thomsens Plads, Copenhagen V.

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY & EQUIPMENT FOR CHEMICALS, FOODSTUFFS & FOOD & DRINK INDUSTRIES (MACHEVO) – October 16-23.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

This Terylene/wool worsted suit is from the ICI display at the First Asian International Trade Fair in Bangkok. It is seen here against the background of a miniature Thai temple set in an ornamental lake in the exhibition grounds. ICI Fibres Ltd. are showing more than 100 suitings containing Terylene from 24 leading British weavers. Mostly lightweight and featherweight cloths, they include blends of Terylene/wool/mohair, Terylene/wool/silk, and Terylene/linen as well as Terylene/wool, worsted. The exhibition opened on November 17 and continues until December 12.



The organizers of National Electronics Conference and Exhibition in Chicago offered the British Consulate-General free space in their October display. This was enthusiastically accepted and about 100 serious inquiries were received during the three-day show. In addition, the American distributor of the British Record-A-Call equipment, demonstrated on the British stand, took an order worth 1.8 million dollars.

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS & RELATED MEASUREMENT AND PRODUCTION EQUIPMENT (ELECTRONICA) – November 6-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1967

SYDNEY: INTERNATIONAL TRADE FAIR.
The Board of Trade have been informed that this event will take place from October 19-28 and not from October 17-28 as previously published.

MONTREAL: CANADIAN GRAPHIC ARTS SHOW.
The Board of Trade have been informed that this event will now take place from October 23-26 and not from October 16-20 as previously published.

Additions – 1967

HONG KONG: THE BRITISH CHILDREN'S WEAR EXHIBITION – January.
Apply, The British Trade Commissioner, Kiddi Shoppe Ltd., No. U 19, Man Yee Building, Des Voeux Road, Central, Hong Kong.

FREETOWN (SIERRA LEONE): EXHIBITION OF ASSOCIATION OF SURGEONS OF WEST AFRICA – January 9-14.
Apply, Mr. A. E. Olu-Williams, Senior Surgeon Specialist, Connaught Hospital, Freetown.

LONG BEACH (CALIFORNIA): NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE ON ELECTRONIC COMPONENTS (NEP/CON '67 WEST) – January 31-February 2.
Apply, Industrial & Scientific Conference Management, Inc., 222 West Adams Street, Chicago, Illinois.

CHICAGO: INTERNATIONAL AUTOMATIVE SERVICE INDUSTRIES SHOW – March 1-3.
Apply, H. Erickson Jr., Show Manager, 28E Jackson Blvd., Chicago, Illinois.

SAO PAULO (BRAZIL): 5TH INTERNATIONAL LEATHER SHOW – March 4-12.
Apply, Alcantara Machado, Comercio e Emprendimentos Ltda., Rua Brasilio Machado 60, Sao Paulo.

CLEVELAND: LAUNDRY MACHINE EXHIBITION – March 7-12.
Apply, Mr. George P. Fulton, Executive General Manager, National Institute of Dry Cleaning, Silver Spring, Maryland, 20910.

NEW YORK: EXHIBITION OF U.S. NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – April 9-13. Fall Market Week.
Apply, National Association of Men's Sportswear Buyers, Hotel New Yorker, New York.

TOKYO: INTERNATIONAL EXHIBITION OF PORT EQUIPMENT – May 8-13.
Apply, Organizing Committee, IAPH International Exhibition of Port Equipment, c/o Central Secretariat IAPH, Mori 7th Building, 2 Tomoe-Cho, Minato-ku, Tokyo, Japan.

NEW YORK: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE ON ELECTRONIC COMPONENTS (NEP/CON '67 EAST) – June 13-15.
Apply, Industrial & Scientific Conference Management, Inc., 222 West Adams Street, Chicago, Illinois.

CHICAGO: NATIONAL COMMUNITY TELEVISION ASSOCIATION – June 25-29.
Apply, Wally Briscoe Convention Manager, 815 17th Street, N.W. Washington, D.C.

The tariff barrier makes the selling of British footwear in the W. German market extremely difficult; but the European Footwear Samples Display in Düsseldorf offers the British footwear industry an opportunity to develop the market while selling, too, to other countries, particularly members of EFTA.

Amendments – 1968

TEL AVIV: INTERNATIONAL TRADE FAIR – June-July.
The Board of Trade have been informed that Anglo-Israel Chamber of Commerce (Mr. A. Burke), Kern House, 36 Kingsway, London, W.C.2 (Tel. Holborn 9696) have been appointed United Kingdom Agents for the Tel-Aviv International Trade Fair.

LJUBLJANA: 14TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATION, AUTOMATION AND NUCLEONICS – October 10-15.
Inquiries about this event should be addressed to ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

STOCKHOLM: TECHNICAL FAIR – October 12-18.
* Apply, A.B. St. Griks-Massan, Storängsvägen 18, Stockholm No.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1967

THE INTERNATIONAL LIGHTING SHOW which will be held from January 23-27 at Olympia, will now be organized by Technical Exhibitions Ltd., 3/4 Clements Inn, London, W.C.2. (Tel. Chancery 1200).

The Board of Trade have been informed that the Stationery Trade Fair – to be held from January 30-February 3 at Olympia – will now be known as The Stationery Industry Exhibition.

The Board of Trade have been informed that the dates of the International Cycle and Motor Cycle Show will be September 16-23 and not September 23-30 as shown in the *Board of Trade Journal* of April 1 and subsequent lists.

Additions – 1967

MANCHESTER: BRITISH FURNITURE MANUFACTURERS TRADE EXHIBITION – August 14-17. At Belle Vue and City Hall.
* Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

LONDON: EXPORT SERVICES EXHIBITION – September 11-15. At Olympia.
* Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1. (Tel. Holborn 5171).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 12-23. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

BLACKPOOL: CLUB TRADE FAIR – October 31-November 4.
Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Additions – 1968

LONDON: INTERNATIONAL HEATING, VENTILATING & AIR CONDITIONING EXHIBITION – April 22-27. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 20-28. At Earls Court.
Apply, A. A. Goode Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

Addition – 1969

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 8-12. At Olympia.
Apply, The Traders' Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-New Zealand trade agreement

THE ANGLO-NEW ZEALAND trade agreement, and related exchanges of letters, were signed in Wellington on November 24. These give formal effect to the Record of Understandings initialled by the President of the Board of Trade and the New Zealand Deputy Prime Minister and Minister of Overseas Trade, on June 28, 1966, and published in the *Board of Trade Journal* of July 15.

Rumania and France

IT HAS BEEN reported that a Protocol to the Franco-Rumanian Trade Agreement for 1967 was signed in Bucharest on September 23.

The Protocol consists of a revised list of quotas for Rumanian imports into France, an annex listing products previously on quota but now liberalized, and a list of new items which are also liberalized.

A copy of the Protocol, in French, is available for examination in Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Australia and The People's Republic of China have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Film show facilities in Warsaw

THE COMMERCIAL Department of the British Embassy in Warsaw have drawn attention to the facilities which exist in Warsaw for British firms to show films on scientific and technical subjects to specialist audiences. This service, which is made possible by courtesy of the British Council, enables British firms who wish to show such films in Poland to bring together quickly and inexpensively in Warsaw those representatives of Polish research, planning and buying organizations who are most likely to be interested.

Firms who may be interested in this should consult in the first instance the Commercial Section of the British Embassy at Warsaw, who will give their views on the feasibility and appropriateness of any programmes on which they may be asked to comment.

AN

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(230/66) VHF Transceivers for Agua y Energia Electrica. December 26. E.S.B. 43783/66.*

(229/66) Natural Gas, Processing and Storing for Gas del Estado. February 28, 1967. E.S.B. 43779/66.

AUSTRALIA

Department of Civil Aviation:

(229/66) UHF Aerials. December 20. E.S.B. 42837/66.*

(232/66) Solid State VOR Equipment. April 4, 1967. E.S.B. 44172/66.*

(228/66) Circuit Breakers and Transformers for Electricity Commission of New South Wales. January 9, 1967. E.S.B. 43316/66.*

(231/66) Cables and Earthings for Electricity Authority of Queensland. December 15. E.S.B. 44140/66.

(233/66) Hollow Jet Valves for Metropolitan Water Sewerage and Drainage Board. January 17, 1967. E.S.B. 44281/66.*

Postmaster General's Department:

(231/66) Television Translator Equipment. January 17, 1967. E.S.B. 44174/66.*

(231/66) Telegraph Systems and Equipment. December 15. E.S.B. 44175/66.*

State Electricity Commission of Victoria:

(232/66) Switchgear and Accessories. December 19. E.S.B. 44171/66.*

(232/66) Distance Relays. December 19. E.S.B. 44170/66.*

State Stores Board:

(231/66) Strain Indicating Equipment. December 19. E.S.B. 44139/66.*

(232/66) Polariscopes. December 22. E.S.B. 44252/66.*

BURMA

(229/66) Pipe Fittings for Agricultural and Rural Development Corporation. December 17. E.S.B. 43359/66.*

(230/66) Vehicles; Tyres for Director of Procurement, Defence Department. December 15. E.S.B. 43728/66.*

Myanma Export Import Corporation:

(229/66) Hand Torches. December 16. E.S.B. 43374/66.*

(229/66) Pulverizing Plant. December 15. E.S.B. 43380/66.*

(229/66) Tees. December 21. E.S.B. 43706/66.*

(229/66) Pipes. December 21. E.S.B. 43705/66.*

(229/66) G. I. Bends. December 28. E.S.B. 43709/66.*

(229/66) Stop Cocks. December 14. E.S.B. 43392/66.*

(229/66) Brass Water Fittings. December 14. E.S.B. 43704/66.*

(229/66) Line Pipe. December 31. E.S.B. 43371/66.*

(229/66) Fire-Box Plates. December 28. E.S.B. 43383/66.*

(229/66) Pipe Fittings. December 28. E.S.B. 43707/66.*

(229/66) Nuts. December 28. E.S.B. 43708/66.*

(229/66) Pipes and Couplings. December 15. E.S.B. 43713/66.*

(230/66) Electric Cables. December 31. E.S.B. 43711/66.*

(230/66) Fans and Accessories. December 21. E.S.B. 43394/66.*

(230/66) T.L. Cells. December 21. E.S.B. 43395/66.

(230/66) Pipe Fittings. December 28. E.S.B. 43386/66.*

(230/66) Pipe Fittings. December 21. E.S.B. 43388/66.*

(230/66) Pipe Fittings. December 28. E.S.B. 43387/66.*

(230/66) Piping. December 21. E.S.B. 43391/66.*

(230/66) Pipe Fittings. December 28. E.S.B. 43389/66.*

(232/66) Hammers. December 21. E.S.B. 44278/66.*

(232/66) Valves. December 21. E.S.B. 44273/66.*

(232/66) Chain Blocks and Chains. December 30. E.S.B. 44272/66.*

(232/66) Locomotive Wheels. December 28. E.S.B. 44240/66.*

(232/66) Abrasive Materials. December 21. E.S.B. 44231/66.*

(232/66) Contractors' Plant. January 2, 1967. E.S.B. 44279/66.

(232/66) Paintshop Supplies. December 21. E.S.B. 44271/66.*

(232/66) Metals. December 21. E.S.B. 44274/66.*

(232/66) Copper and Brass. December 21. E.S.B. 44277/66.*

(232/66) Tube Expanders. December 30. E.S.B. 44195/66.*

(232/66) Taps and Dies. January 5, 1967. E.S.B. 44194/66.*

(233/66) Boiler Tube and Plate. December 28. E.S.B. 44270/66.*

(233/66) Permanent Way Materials. December 30. E.S.B. 44235/66.*

People's Oil Industry:

(229/66) Copper Wire. December 31. E.S.B. 43731/66.*

(230/66) Batteries. December 31. E.S.B. 43710/66.*

(230/66) Electricians' Tools. January 10, 1967. E.S.B. 43727/66.*

(230/66) Hand Tools. January 10, 1967. E.S.B. 43725/66.*

(230/66) Wire. January 10, 1967. E.S.B. 43724/66.*

(230/66) Submersible Pump. December 22. E.S.B. 43712/66.*

People's Pearl and Fishery Board:

(229/66) Fish Pans. December 23. E.S.B. 43730/66*

(229/66) Fish Handling Plant. December 26. E.S.B. 43362/66.*

CEYLON

(230/66) Brass Ingots for Ceylon State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 42852/66.*

(231/66) Ink Ribbons for Ticket Machines for Ceylon Transport Board. December 21. E.S.B. 43781/66.

(230/66) Water Supply and Sewerage Scheme for Department of Health. December 20. E.S.B. 43785/66.

State Engineering Corporation of Ceylon:

(230/66) Radio Equipment. December 22. E.S.B. 43777/66.*

(230/66) Electronic Instruments. December 22. E.S.B. 43778/66.*

(230/66) Textile Machinery for Tender Board, Rural Development and Small Industries. February 10, 1967. E.S.B. 43784/66.

Lady Reilly (right), wife of the British Ambassador to France, admiring British clothing at the Women's Ready-to-Wear Exhibition in Paris recently.

COLOMBIA

Instituto Nacional de Fomento Municipal:

(233/66) Gate Valves and Cast Iron Fittings. December 14. E.S.B. 44234/66.*

(233/66) Water Treatment Plant. December 27. E.S.B. 44232/66.*

(233/66) Water Treatment Plant. December 23. E.S.B. 44233/66.*

(231/66) Contractors' Plant for Ministerio de Obras Publicas. December 30. E.S.B. 44159/66.*

CONGO REPUBLIC

(229/66) Constructional Projects for Compagnie des Potasses du Congo. Apply by December 15. E.S.B. 43744/66.

COSTA RICA

(229/66) Diesel Generating Plants for Instituto Costarricense de Electricidad. December 20. Tender documents (in Spanish) now available. E.S.B. 43747/66.*

U.A.R. (EGYPT)

Egyptian Railways:

(229/66) Copper and Bronze Cables. December 15. E.S.B. 43771/66.

(229/66) Copper Wire and Cables. December 17. E.S.B. 43772/66.

(229/66) Stands for Melting Crucibles. December 26. E.S.B. 43773/66.

(229/66) Saws and Files. December 31. E.S.B. 43774/66.

(229/66) Welding Equipment for El Nasr Steel Pipes and Fittings Co. January 23, 1967. E.S.B. 43767/66.

† **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs only £10 10s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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ETHIOPIA

(229/66) Water Supply Materials for The Ministry of the Interior. December 15. E.S.B. 43327/66.*

FORMOSA

Central Trust of China:
(228/66) Machine Tools. December 15. E.S.B. 42879/66.*
(228/66) Vibratory Soil Compactor. December 17. E.S.B. 42808/66.*
(229/66) Laboratory Spray Dryer. December 16. E.S.B. 43318/66.*
(229/66) Electronic Fork Lift Truck. December 15. E.S.B. 42888/66.*
(229/66) White Metal Ingots. December 16. E.S.B. 42893/66.*
(232/66) Electrical Equipment. (Further Information.) E.S.B. 30145/66.*
(232/66) Mobile Crane. December 22. E.S.B. 44182/66.*
(232/66) Tobacco Machinery. (Further Information.) December 22. E.S.B. 35282/66.*
(232/66) S.S. Pipe. (Further Information.) December 16. E.S.B. 6727/66.*
(232/66) Steel. (Further Information.) December 16. E.S.B. 30144/66.*
(232/66) Ball Valves. December 21. E.S.B. 44180/66.*
(232/66) Transformers and Switches. (Further Information.) Re-issued December 17. E.S.B. 30148/66.*
(232/66) Gamma Ray Gauge. December 22. E.S.B. 44181/66.*
(232/66) Air Compressors. December 27. E.S.B. 44183/66.*
(232/66) Zinc Plate. December 24. E.S.B. 44184/66.*
(232/66) Steel Rails. December 24. E.S.B. 44185/66.*
(232/66) Power Circuit Breakers. December 24. E.S.B. 44187/66.*
(233/66) Phasing Transformer and Ultrasonic Cleaner. December 21. E.S.B. 44276/66.*
(233/66) Platform Truck. December 15. E.S.B. 44282/66.*
(233/66) Balancing Machine. December 15. E.S.B. 44283/66.*
(233/66) Laboratory Equipment. December 23. E.S.B. 44188/66.*
(233/66) Geranyl Acetate. December 20. E.S.B. 44284/66.*

GREECE

Institute of Social Insurance:
(231/66) Ambulances. December 23. E.S.B. 44162/66.*
(231/66) Sterilizing Equipment. December 23. E.S.B. 44163/66.*
(232/66) Anaesthetic Ampoules. December 16. E.S.B. 44161/66.*
Ministry of Commerce:
(231/66) VHF Receiver. December 28. E.S.B. 44164/66.*
(232/66) VHF Radio Receivers. December 23, E.S.B. 44169/66.*

GUATEMALA

Empresa Guatemalteca de Telecommunicaciones Internacionales:
(232/66) Telecommunication Equipment. December 20. Tender documents (in Spanish) available. E.S.B. 44210/66.*
(232/66) Telephone Cable. December 20. E.S.B. 44241/66.*

HONG KONG

(232/66) Belt Conveyors for Controller of Stores. (Further Information.) Postponed to December 30. E.S.B. 42768/66.*

INDIA

Atomic Energy Establishment:
(230/66) Lathe. (Further Information.) Tender documents now available. E.S.B. 42229/66.*
(230/66) Lathe. (Further Information.) Tender documents now available. E.S.B. 42230/66.*
(230/66) Milling Machine. (Further Information.) Tender documents now available. E.S.B. 42231/66.*
(230/66) Shaping Machine. (Further Information.) Tender documents now available. E.S.B. 42232/66.*
(230/66) Drilling Machine. (Further Information.) Tender documents now available. E.S.B. 42233/66.*
Beas Purchase Organization:
(232/66) Workshop Machinery. (Further Information.) Tender documents now available. Preference will be given to offers from Rupee payment area. E.S.B. 42248/66.*
(232/66) Concrete Vibrators; Frequency Changers. (Further Information.) Tender documents now available. E.S.B. 42247/66.
(233/66) Adding/Listing Machine. (Further Information.) Purchase will be financed from IBRD loan. E.S.B. 41506/66.*
(231/66) Liquid Chlorine Containers for Bokaro Steel Ltd. December 15. E.S.B. 44103/66.
Directorate-General of Supplies and Disposals:
(230/66) Portable Balancing Machine. December 20. E.S.B. 43740/66.*
(231/66) Printing Machine. December 30. E.S.B. 44110/66.
(231/66) Air Conditioning Plant. December 20. E.S.B. 44109/66.
(231/66) Roller Leveller. (Further Information.) E.S.B. 42627/66.*
(231/66) Wheel Profiling Lathe. (Further Information.) E.S.B. 43172/66.*
Ministry of Railways:
(233/66) Steel Sheets and Plates. December 28. E.S.B. 44289/66.
(233/66) Wheel Sets. December 28. E.S.B. 44290/66.
(231/66) Switchgear for Orissa State Electricity Board. December 28. E.S.B. 44243/66.

IRAQ

Ministry of Defence:
(230/66) Miscellaneous Supplies. December 31. E.S.B. 43748/66.*
(231/66) Engine Spare Parts. February 14, 1967. E.S.B. 44130/66.*
(232/66) Power Plant Spares. February 11, 1967. E.S.B. 44128/66.*
(232/66) Spares for Power Plant. February 11, 1967. E.S.B. 44129/66.*
(232/66) Water Fittings; Water Treatment Chemicals; Miscellaneous Spare Parts. February 14, 1967. E.S.B. 44131/66.*
Ministry of Municipalities and Works:
(231/66) Pumping Machinery. February 22, 1967. E.S.B. 44132/66.
(231/66) Sewer and Pumping Stations. February 22, 1967. E.S.B. 44133/66.
(231/66) Telegraph Equipment and Accessories for Posts, Telegraphs and Telephone Administration. January 16, 1967. E.S.B. 44134/66.

IRISH REPUBLIC

(231/66) Fluoridation Equipment for Galway County Council. December 19. E.S.B. 44127/66.

JAMAICA

(228/66) Power Station Plant for Jamaica Public Service Co. Ltd. Closing date not known. E.S.B. 42874/66.

JORDAN

Jordan Cement Factories Co. Ltd.:
(231/66) Arc Welding Machines. December 15. E.S.B. 44123/66.*
(232/66) Chemicals; Laboratory Equipment. Closing date not stated. E.S.B. 44160/66.*

Mr. Isamu Ohno, president of Morinaga Milk Industries (third from left) with his son, Mr. H. Ohno, and Mr. K. Okada, technical director (third from right) visited The APV Company Ltd. in Crawley recently. With the assistance of APV's automation department and APV equipment, Morinaga have built what are claimed to be some of the most highly automated and modern dairies and milk products factories in the world. APV members in the photograph are: (right to left) Mr. P. W. Seligman (chairman), Mr. M. J. P. Martin (public relations and publicity manager), Mr. M. Seligman (managing director, APV Exports), Mr. C. H. Brissenden (home sales director), Mr. H. C. Cooper (automation manager), Mr. G. A. Dummett (deputy managing director).

This Leyland Hippo chassis of 20 ton g.v.w. (gross vehicle weight) with Telehoist 10 cubic yard dumper body and Telelever tipping gear was shipped last month with another identical vehicle to Wallace Bay Ltd. of Borneo. The vehicles, the latest of 17 equipped by Telehoist Ltd. of Cheltenham for Wallace, are used in road construction through virgin forests in North Borneo for the extraction of timber. The body tips to an angle of 70° in 10 seconds.

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(231/66) Multi-Storey Car Park for Municipality of Amman. January 1, 1967. E.S.B. 44104/66.*

KENYA

(231/66) Telephone Exchange for East Africa Posts and Telecommunications Administration. (Further Information.) Closing date postponed to January 11, 1967. E.S.B. 41166/66.

KUWAIT

(228/66) Overhead Transmission Lines for Central Tenders Committee. January 8, 1967. E.S.B. 43305/66.*

Ministry of Electricity and Water:

(228/66) Power Transformers. December 18. E.S.B. 43306/66.*

(233/66) Diesel Generator Sets. December 18. E.S.B. 44300/66.*

LIBYA

(233/66) Road Construction for Public Works Department. December 26. E.S.B. 44293/66.

MALAYSIA

Royal Malaysia Police Headquarters:

(230/66) Jungle Boots. January 3, 1967. E.S.B. 43799/66.*

(230/66) Batteries. January 3, 1967. E.S.B. 43798/66.*

(230/66) Boots. January 3, 1967. E.S.B. 43800/66.*

(231/66) Tyres and Tubes. January 3, 1967. E.S.B. 44101/66.*

MALTA

Director of Contracts:

(228/66) Explosives and Accessories. December 14. E.S.B. 43342/66.*

(228/66) Milk Churns. December 14. E.S.B. 43343/66.*

(229/66) Detergent. December 14. E.S.B. 43344/66.*

(229/66) Essences and Flavouring Matter. December 14. E.S.B. 43345/66.*

(232/66) Milk Bottle Crates. December 28. E.S.B. 44192/66.*

(233/66) Timber. December 21. E.S.B. 44254/66.*

(232/66) Calico. December 21. E.S.B. 44256/66.*

(233/66) Washing Machine and Hydro-Extractor. December 21. E.S.B. 44255/66.*

MOROCCO

(230/66) Dam Construction for Commission Interministerielle du Barrage. (Further Information.) December 31. E.S.B. 42793/66.*

(231/66) Electrical Equipment for Office National de l'Electricité. January 14, 1967. E.S.B. 44107/66.*

NETHERLANDS

Directorate of Waterways:

(228/66) Road Maintenance. December 20. E.S.B. 43319/66.

(228/66) Road Maintenance. December 20. E.S.B. 43320/66.

(230/66) Maintenance Works. December 21. E.S.B. 44122/66.

NEW ZEALAND

(231/66) Cable for Christchurch City Council. December 20. E.S.B. 44176/66.*

General Post Office:

(228/66) V.H.F. Receiver. January 18, 1967. E.S.B. 42819/66.*

(230/66) Telephone Cordage and Goods. January 19, 1967. E.S.B. 43794/66.*

(230/66) Alternator Sets. January 20, 1967. E.S.B. 43793/66.*

(232/66) Temperature Measuring Instruments. January 24, 1967. E.S.B. 44190/66.*

(232/66) Solder Wire. January 20, 1967. E.S.B. 44191/66.*

(232/66) Capacitors. January 24, 1967. E.S.B. 44189/66.*

PAKISTAN

(230/66) Crankshaft Regrinders for Directorate of Supply, Dacca. December 21. E.S.B. 43743/66.*

Pakistan Eastern Railway:

(232/66) Aluminium Windows. December 14. E.S.B. 44196/66.

(232/66) Roller Bearings. December 15. E.S.B. 44193/66.

PARAGUAY

(233/66) Diesel Generating Plant for Instituto de Provision Social. December 21. E.S.B. 44253/66.*

PERU

(229/66) Tunnel Construction for Ministry of Development and Public Works. February 9, 1967. E.S.B. 43723/66.

PHILIPPINE REPUBLIC

(232/66) Filtration Plant Equipment and Materials for National Waterworks and Sewerage Authority. January 10, 1967. E.S.B. 44280/66.*

SINGAPORE

(232/66) Reservoir Scheme for Public Utilities Board. December 27. E.S.B. 44179/66.*

SOUTH AFRICA

Cape Provincial Tender Board:

(231/66) Telephones. December 20. E.S.B. 44153/66.*

(231/66) Beads. December 20. E.S.B. 44152/66.*

(232/66) Cotton Fabric. December 20. E.S.B. 44155/66.*

(231/66) Refrigeration and Cooling Plant for South African Railways. February 3, 1967. E.S.B. 44115/66.

SPAIN

(230/66) Traffic Lights for Excmo. Ayuntamiento de Barcelona. December 30. E.S.B. 43754/66.

(230/66) Thermal Power Plant for Ministerio de Industria. February 11, 1967. E.S.B. 43753/66.

SUDAN

(230/66) Air Conditioning for Ministry of Works. (Further Information.) Tender documents now available. E.S.B. 42794/66.*

(230/66) Overhead Crane for Sudan Railways. January 3, 1967. E.S.B. 43738/66.*

THAILAND

(229/66) Pole Line Equipment for Metropolitan Electricity Authority. December 23. E.S.B. 43350/66.*

State Railway of Thailand:

(228/66) Transfer Pumps. December 26. E.S.B. 42868/66.*

(228/66) Pipes and Fittings. December 16. E.S.B. 42867/66.*

(232/66) Telephone Accessories for Telephone Organisation of Thailand. December 14. E.S.B. 44237/66.

TUNISIA

(231/66) Paper for Groupement des Importateurs et Transformateurs de Papier Industriel. January 20, 1967. Tender documents (in French) available. E.S.B. 44114/66.*

(232/66) Mattresses for Tunisian Public Health Ministry. December 30. E.S.B. 44230/66.*

TURKEY

(231/66) Junction Box Spares for Ground Forces Command. December 23. E.S.B. 44116/66.*

UNITED STATES OF AMERICA

(232/66) Shunt Reactor for Department of the Interior. (Further Information.) E.S.B. 38881/66.

URUGUAY

O.S.E. (State Waterworks):

(229/66) Pumps and Pipes Installation. December 21. E.S.B. 43322/66.

(229/66) Hydraulic Structures. December 21. E.S.B. 43321/66.

(229/66) Building Construction. December 21. E.S.B. 43323/66.

(230/66) Water Treatment Plant. February 3, 1967. E.S.B. 43324/66.

VIETNAM

(232/66) Canning Plant Equipment for Ky-Nghe Thuc-Pham Cong-Ty. December 15. E.S.B. 44142/66.*

(231/66) Aluminium Tube Manufacturing Plant; Generating Plant for Lien-Duong Co-Xuong. December 26. E.S.B. 44141/66.*

(233/66) Slaughter House for Saigon Modern Slaughterhouse Construction Commission. (Further Information.) Closing date postponed to January 31, 1967. E.S.B. 37709/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan

(229/66) Inquiry for raisin cleaning plant. E.S.B. 14157/66.

†For further details on the **Export Service Bulletin** see page 1400.

Algeria

(228/66) Agency inquiry for haberdashery; hosiery. E.S.B. 43269/66.

Australia

(231/66) Agency inquiry for wire netting. E.S.B. 43921/66.

(233/66) Agency inquiry for storage equipment for computer material. E.S.B. 44039/66.

(230/66) References to the Special Advisory Authority. C.R.E. 2140/66.

(231/66) Inquiry for domestic hardware; mechanical, scientific, surveying and laboratory equipment. E.S.B. 39935/66.

(232/66) Manufacture under licence – gas appliances and metal products. E.S.B. 43982/66.

Austria

(229/66) Agency inquiry for compasses. E.S.B. 43574/66.

Barbados

(230/66) Agency inquiry for bicycle tyres and tubes. E.S.B. 43599/66

Bolivia

(228/66) Inquiry for dental anaesthetics. E.S.B. 43061/66.

(228/66) Inquiry for mining equipment. E.S.B. 43267/66.

Canada

(233/66) Agency inquiry for communication equipment; tone and telemetry control equipment. E.S.B. 44065/66.

(228/66) Inquiry for bookbinding cloth. E.S.B. 43296/66.

(228/66) Inquiry for electrical components. E.S.B. 43000/66.

(232/66) Inquiry for bandages; hand tools; padlocks. E.S.B. 44001/66.

(232/66) Market Research Handbook. C.R.E. 17317/G.

Cyprus

(233/66) Agency inquiry for cooker hoods; flooring material. E.S.B. 44345/66.

Czechoslovakia

(229/66) Inquiry for chocolate packing machinery. E.S.B. 41448/66.

Denmark

(233/66) Agency inquiry for piece-goods. E.S.B. 44371/66.

(229/66) Inquiry for glass blocks. E.S.B. 43526/66.

(229/66) Inquiry for pharmaceutical industry raw materials. E.S.B. 43567/66.

(230/66) Inquiry for yarn. E.S.B. 43592/66.

(231/66) Inquiry for woollen fabric. E.S.B. 43555/66.

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El Salvador
(230/66) Inquiry for yarn and skein dyeing equipment. E.S.B. 43261/66.

Finland
(233/66) Agency inquiry for industrial raw materials; raw chemicals. E.S.B. 44085/66.
(230/66) Inquiry for fur. E.S.B. 43248/66.

France
(230/66) Agency inquiry for clothing. E.S.B. 40315/66.
(232/66) Agency inquiry for knitwear. E.S.B. 44002/66.
(233/66) Agency inquiry for boots; sports shoes. E.S.B. 44310/66.

Germany, Federal Republic of
(232/66) Agency inquiry for bicycles and accessories; cables; electric lighting; household appliances. E.S.B. 43685/66.
(233/66) Agency inquiry for suitings and coatings. E.S.B. 44008/66.
(229/66) Inquiry for boots. E.S.B. 13931/65.
(229/66) Inquiry for tiles. E.S.B. 43488/66.
(232/66) Inquiry for refuse collecting machine. E.S.B. 44309/66.
(232/66) Inquiry for sponge rubber. E.S.B. 44009/66.
(233/66) Inquiry for packaging materials; plastic foils; tape. E.S.B. 44054/66.
(233/66) Inquiry for rubber products. E.S.B. 44010/66.

Ghana
(230/66, 233/66) Agency inquiry for asbestos sheeting; builders hardware; electric light fittings; floor coverings; nuts and bolts and screws; pipes and fittings. E.S.B. 38349/66.

India
(230/66) Inquiry for waste spinning plant. E.S.B. 42544/66.

Iraq
(230/66) Inquiry in respect of water supply scheme. E.S.B. 33330/66.

Irish Republic
(231/66) Inquiry for tiles. E.S.B. 28075/66.

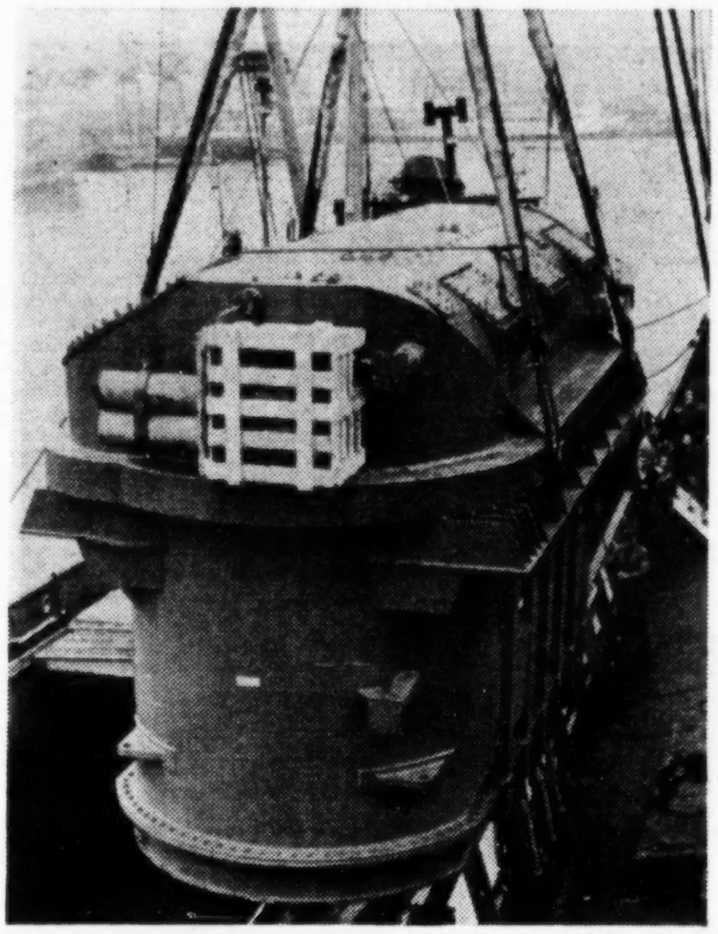
Israel
(229/66) Agency inquiry for shoe shanks. E.S.B. 7444/66.
(231/66) Agency inquiry for dyestuffs. E.S.B. 43925/66.
(232/66) Agency inquiry for pumps. E.S.B. 44204/66.
(231/66) Inquiry for jute bags. E.S.B. 42982/66.

Italy
(229/66) Agency inquiry for chemical products; paint industry raw materials; resins and waxes. E.S.B. 43578/66.
(229/66) Agency inquiry for woollen cloth and clothing. E.S.B. 43240/66.
(230/66) Agency inquiry for beverages; food products. E.S.B. 43670/66.
(230/66) Agency inquiry for confectionery ingredients; crystallized vanilla. E.S.B. 40562/66.
(229/66) Inquiry for sesame. E.S.B. 43179/66.
(231/66) Inquiry for chemicals. E.S.B. 12550/65.

Jamaica
(228/66) Agency inquiry for suitings. E.S.B. 28755/66.
(230/66) Agency inquiry for nails and rivets. E.S.B. 28755/66.
(228/66) Inquiry for lighter fuel. E.S.B. 43495/66.
(230/66) Concessions under the provisions of the Export Industry Encouragement Law, 1956 – costume jewellery; insignias; ribbon novelties. E.S.B. 42989/66.

Kenya
(231/66) Inquiry for advertising novelties; boats and boating accessories; clothing; household products; sports goods; stationery; textiles – further information. E.S.B. 19305/66.

Kuwait
(228/66) Inquiry in respect of gas distribution equipment. E.S.B. 43053/66.
(231/66) Inquiry for cranes. E.S.B. 39053/66.



A 200MW 400kV generator transformer, the first of five similar units being supplied by Bruce Peebles Ltd., Edinburgh, to the Electricity Supply Commission of South Africa for the Commission's new 1600MW generating station at Camden, Transvaal. The 140-ton transformer is shown here being transhipped to mv 'Adventurer' at West India Dock for the passage to Port Elizabeth. When commissioned, it will be the first double-wound 400kV unit to enter service in South Africa.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

Lebanon
(232/66) Agency inquiry for jams; paper products. E.S.B. 44211/66.
(228/66) Inquiry for yarns. E.S.B. 42395/66.
(231/66) Inquiry in respect of construction projects. E.S.B. 43884/66.

Netherlands
(232/66) Agency inquiry for rubber raw materials and intermediates. E.S.B. 15600/66.
(231/66) Manufacture under licence – metal products. E.S.B. 43837/66.

North America
(231/66) Department store buyers' visits. E.S.B. 2519/66.

Philippines
(228/66) Inquiry for ferro-silicon; fluor-spar. E.S.B. 43266/66.

Saudi Arabia
(228/66) Inquiry for concrete mixers; cranes. E.S.B. 43437/66.

Sierra Leone
(230/66) Surgical Supplies Exhibition. G.D. 9443/G.

South Africa
(228/66) Agency inquiry for diving equipment. E.S.B. 43482/66.
(232/66) Inquiry for couplings; pulleys. E.S.B. 43541/66.

Spain
(228/66) Inquiry for building construction. E.S.B. 43027/66.

Sudan
(229/66) Inquiry for cable; wire. E.S.B. 43249/66.
(228/66) Import restrictions. C.R.E. 1299/3G.

Switzerland
(228/66) Agency inquiry for relays. E.S.B. 43295/66.
(230/66) Agency inquiry for materials measuring and testing apparatus. E.S.B. 43589/66.
(233/66) Agency inquiry for exhaust silencers; vices. E.S.B. 44061/66.

Switzerland/The Republic of Togo
(230/66) Trade Agreement. C.R.E. 9296/G.

Syrian Arab Republic
(232/66) Inquiry for acids; batteries; brake fluids; testing and measuring instruments. E.S.B. 43411/66.
(232/66) Inquiry for blankets; chemicals; copper wire; jerricans. E.S.B. 43477/66.

Turkey
(230/66) Agency inquiry for wire cloth. E.S.B 38727/66.

United States of America
(228/66) Agency inquiry for garden equipment. E.S.B. 40286/66.
(232/66) Agency inquiry for precision instruments; tools and gauges; testing equipment. E.S.B. 43992/66.
(229/66) Inquiry for inspection lights; tools. E.S.B. 38923/66.
(230/66) Inquiry for fur coats. E.S.B. 43634/66.
(230/66) Manufacture under licence – agricultural equipment and implements. E.S.B. 43612/66.
(231/66) Inquiry for carpeting. E.S.B. 43873/66.
(231/66) Inquiry for electric motors. E.S.B. 43954/66.
(231/66) Inquiry for nylon ribbon. E.S.B. 43530/66.

Various Countries
(232/66) Visits by British Overseas Commercial Representatives. E.S.B. 6865/66.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 1323 of November 25 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Preparing for sales drive

MR. ALAN CRAMB, a director of Baker Perkins (Exports) Ltd., London, flew to the United States on November 22 to review the American chocolate and confectionery industry and local sales arrangements in preparation for a sales drive in the New Year.

Middle East tour

MR. C. G. YOUNG, resident engineer in Bogota for A. Reyrolle and Co. Ltd., the Hebburn (Co. Durham) electrical engineers, has left on an extensive tour of the Middle East and South East Europe, on the company's behalf, after which he will be returning to South America. He was recently in charge of the Reyrolle stand at the British Industrial Exhibition in Mexico City.

Mr. E. R. Feather (right), export salesman of Prince-Smith & Stells Ltd., the Keighley firm of textile machinery makers, receiving a final briefing from Mr. O. G. L. Holmes, his chairman and managing director before leaving England on a three week sales tour of Turkey, Lebanon, Syria, Iran and Iraq. During his tour he will travel more than 6,000 miles.

British shipbuilding director in Norway

NORWAY has one of the world's most rapidly expanding merchant fleets, and for this reason Mr. L. Stopford Holt, export director of British Shipbuilding Exports, is making his second visit to Norway this year to undertake market research activities on behalf of the British shipbuilding industry. Mr. Holt will be in Norway until December 8, and will see shipowners, shipbrokers and others connected with shipping in order to assess Norway's future requirements for new tonnage. His itinerary includes Oslo, Tonsberg, Sandefjord and Kristiansand.

To appoint new agents

MR. W. N. SWAN, sales director of Plastiglide Products Ltd., left London on November 19 for a four week sales tour of the Middle East. He will be visiting existing agents and appointing new agents in Lebanon, Iraq, Syria and Kuwait.

Market survey of Australia

MR. W. J. BROWN, director and general manager of the Bushing Company Ltd., Hebburn, Co. Durham, is in Australia to conduct a market survey for his company's products. During his tour Mr. Brown will visit Sydney, Melbourne and Brisbane, meeting members of the Electricity Supply Authorities for Queensland, New South Wales and Victoria and the principals of a number of electrical manufacturing companies. He will also meet the Minister for the Department of Decentralization and Development.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Cider for Christmas

The first consignment of Coates Somerset cider to be sent to Australia will arrive in Melbourne on December 15 in time for Christmas. The cider (250 gallons of it) will be sold at Ye Berwick Inn, an old coaching inn which has a special cider bar, the only one in Australia, and is a popular tourist rendezvous.

Orders from France

Orders worth £145,740 have been received from France by The Solartron Electronic Group Ltd. The order includes bulk supplies of oscilloscopes, digital voltmeters and data logging equipment for atomic and chemical industries.

Biggest glass fibre yacht

The world's largest series-built glass fibre sailing yacht is now being built by the Bournemouth firm of Southern Ocean Supplies Ltd., for an American charter company to use in the Caribbean. A 62 b.h.p. heat exchanger-cooled Perkins 4.236 engine will be the main propulsion unit in the 53ft. Gallant yacht, which is worth about £30,000.

Tour leads to orders

As a direct result of a tour of Zambia, Uganda and Malta made earlier this year by Mr. M. Berman, managing director of Interiors International Ltd., the company and its associate, Planning Unit Ltd., have been awarded contracts from all of these territories. Orders include the Speaker's chair and all seating for the National Assembly building in Lusaka and the furnishing of the 300 bedrooms in the new Apolo hotel in Kampala.

SWS packaged switchgear

A repeat order totalling £48,000 has been placed with South Wales Switchgear Limited by the Bahamas Electricity Corporation, for 33kV packaged switchgear and control panels. The company have also received orders totalling £50,000 for 11kV, 6kV and 400-volt switchgear for the Iran Government.

Big Australian orders

A. Reyrolle & Co. Limited announce substantial orders from Australia which brings their total from that country during recent months to $A1,000,000 in value. The latest orders are for their 330 kV air-blast, 66kV small-oil volume, and 22kV indoor, metal-clad circuit-breakers and have been received from the Electricity Commission of New South Wales, the State Electricity Company of Western Australia and the Electricity Trust of South Australia. The last-named authority has also ordered 6.6kV air-break circuit-breakers for power station auxiliaries at Torrens Island.

Cornish firm's $1 million contract

Holman Brothers Ltd., Camborne, manufacturers of compressed air equipment, have obtained a contract worth over $1 million for the supply of equipment to ENAMI, the Chilean State Mining Corporation. It includes more than 55 compressors, 125 rock drills and other machinery and tools.

Rail and crane track

An order for railway and crane track, crossings and accessories valued at about £80,000 has been secured by Commonweal Traders Ltd., from Zublin & Gammon for use in their Butterworth deep water wharves contract in Malaysia. The track, crossings and accessories will be supplied by Darlington Railway Plant & Foundry Co. Ltd., of Darlington.

Pump orders

Three overseas orders totalling £8,000 for the supply of pumps have been obtained by Douglas-Rownson Limited, a Baker Perkins company. Two come from Shell for their grease plants in Chile and Singapore, and the third has been placed by the Pakistan Grease Manufacturing Company Limited, Karachi, who are receiving technical assistance from Shell.

£360,000 textile machinery contract

Platt Bros. (Sales) Ltd., Oldham, today announce that they have been awarded a £360,000 export order for cotton spinning and ancillary machinery by Cofitex SA, Fes Morocco, a company partly owned by the Moroccan Government. The machinery is to be manufactured by Howard & Bullough Ltd., Accrington; Platt Brothers & Co. Ltd., Oldham; and Parks-Cramer (Great Britain) Ltd., Oldham, all members of the Stone-Platt Group. Delivery is to be in the summer of 1967.

Brass for United States

Twenty-seven tons of brass rods, worth approximately £16,000, have been shipped by the Wrought Metals Division of Manganese Bronze Ltd. via Avonmouth docks to the United States. The consignment is part of a regular contract secured for Manganese Bronze Ltd. by their American agents.

USSR buys £4 million plant

Simon Handling Engineers Ltd. have won a contract from Techmashimport, the foreign trade purchasing organization of the USSR, for an automated mill room for what is probably the largest technical rubber goods factory in the world. The value of the contract approaches £4 million. The financial details are being negotiated with Lloyds Bank.

AEI equipment for S. American steelworks

Associated Electrical Industries Ltd. has received an order valued at £55,000 from AEI-Herr Ltd. for electrical equipment to drive and control an edge trimming and shear line. The equipment will form part of the expansion programme of Acerias Paz del Rio, Colombia, South America, currently being implemented under the supervision of the consulting engineers, John Mills & Partners (London) Ltd. The new line will be the third for Acerias to be equipped with AEI electrical equipment. The first two lines consist of a reversing blooming and slabbing mill and a reversing hot strip mill; the electrical equipment, worth £1 million, is now in transit.

Chile orders British

A £400,000 order for British-built farm and industrial machinery has been received from Chile by International Harvester Co. of Great Britain Ltd. The order, placed by SAC Saavedra Benard of Santiago, includes over 300 McCormick International B-614 and B-450 wheel tractors as well as B-47 pickup balers, loader/backhoe combinations, Payloader rubber-tyred tractor shovels and crawler tractors with various attachments.

Vehicle test plant

Export orders worth more than £60,000 have recently been received by Heenan and Froude Limited of Worcester. They include contracts from Libya, Poland, the Lebanon, Burma and Japan for various types of plant for engine and vehicle testing, including Heenan Dynamatic and Froude hydraulic dynamometers.

French order ICT computer

L'Association Générale de Retraite par Répartition, one of the largest French pension organizations providing retirement benefits complementary to those of national social security, has ordered an ICT 1904 computer. The 1904, worth some £390,000, will be delivered in January 1968, and will be used by AGGR to control the accounts of its 700,000 affiliated participants, 180,000 payees and 70,000 member firms.

£1 million contract for Iran

The Walmsley (Bury) Group Ltd., the Lancashire builders of paper and board mill equipment, have secured an order worth approximately £1 million for a complete test linerboard plant for Teheran Paper Mills Inc., Teheran, Iran, in the face of severe competition from home and overseas suppliers.

The plant includes a 178-inch wire width linerboard machine and auxiliary equipment, and the initial productive capacity will be 45,000 tons per annum, increasing to an ultimate annual capacity of 70,000 tons.

Laboratory equipment

The Baird & Tatlock Division of the Derbyshire Stone Group has been awarded a contract, valued at £103,000, for the supply of laboratory equipment for laboratories being installed in the £30 million aluminium plant, being constructed by A/S Alnor Aluminum Norway at Karmoy, near Stavanger, Norway. A/S Alnor is a company formed by Norsk-Hydro and Harvey Aluminum (Incorporated) of Torrance, California.

North America orders Rotavator

Howard Rotavator Co., one of the Rotary Hoes Group, has received export orders totalling $1.5 million from the United States and Canada for rotary tillage implements. The orders were placed at the Annual Farm Equipment Wholesalers Convention in Chicago, at which Mr. Peter Coleclough, group marketing director, was present.

Orders from Moscow show

Orders worth £337,000 have been received by the Rank Organisation as a result of the British Industrial Exhibition held in Moscow last July. Orders taken by Rank Taylor Hobson amounted to £110,000 for instruments and £30,000 for lenses, whilst Rank Xerox took orders to the value of £160,000. The remaining £37,000 was made up of orders taken by the other three divisions.

More British buses

Repeat orders for British buses worth over £600,000 have been placed with Leyland Motors Limited, by five South African bus operators. All the contracts specify Leyland's best-selling Worldmaster export bus, which is a single-deck model with under-floor mounted diesel engine and semi-automatic Pneumo-Cyclic gearbox. Durban Transport Management Board has placed the largest order, for 71 Worldmasters.

Furnace elements for USSR

Morganite Exports Limited have just secured from the USSR State buying corporation, Machinoimport, an order for silicon carbide electric furnace heating elements worth over £160,000. This order was negotiated during a recent visit to Moscow by a representative of the company, the original inquiry having arisen at the time of the British Industrial Exhibition in Moscow last July.

High voltage exports

Mr. A. C. Wilkinson, managing director of Brandenburg Ltd., Croydon, manufacturers of high voltage power supplies, spent over a month in the United States earlier this year and is now seeing the results of his efforts. The first order, just received, is worth nearly $400,000 and is 'only the beginning.'

Prestressing equipment

Cable Covers Ltd., Westminster, has recently been awarded a contract for the supply of prestressed concrete equipment for the construction of the Lai Chi Kok Bridge in Hong Kong. The order, for 4,600 705 Cabco anchorages and jacking equipment, is worth £26,000. The stressing operation will be carried out using CCL's new fully automatic Stressomatic jacks.

Christmas order from France

Coalport China Ltd., who claim that they account for 20 per cent of Britain's total bone china exports to France, have been commissioned by Paris Radio Station Europe No. 1, to produce 350 special composition sets of blue 'Revelry' dinner ware for this French network to give as Christmas appreciation gifts to its major clients.

The North Staffordshire Chamber of Commerce recently organized a successful mission to Scandinavia under the leadership of Mr. E. M. Breeze. Our picture shows Mr. Breeze (centre) and Mr. J. Glover, secretary of the Chamber (right) presenting a Wedgwood bowl to the Lord Mayor of Helsinki.

'Miss Canada', Miss Diane Coulter, being presented with a Royal Albert dinner service made by Thos. C. Wild and Sons Ltd. The design has been specially produced for Canada's Centennial Year in 1967. Making the presentation is Mr. J. M. Field, London sales manager for Thos. C. Wild, watched by Mr. A. Lyons, Canada House.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Duty quota for vanadic pentoxide

THE FRENCH *Journal Officiel* of November 19 announced that the amount of the duty quota for vanadic pentoxide for use in the manufacture of ferro-alloys (Tariff heading 28-28 H1) until June 30, 1967 inclusive, has been fixed at 480 metric tons (net) and the rate of duty applicable is reduced to the level of 2.5 per cent.

The conditions of importation are those laid down by an order of April 12, 1962 relating to general customs regulations and by an order of June 18, 1963 fixing the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ITALY

Duty reduced quota

THE ITALIAN Minister of Foreign Trade has announced that the quota of 11,000 tons for seed potatoes from non-EEC countries for the season 1965/66 at a reduced duty of 3 per cent *ad valorem* has been extended to April 30, 1966/67.

An earlier notice on this subject appeared in the *Board of Trade Journal* dated December 10, 1965, page 1412.

EUROPEAN ECONOMIC COMMUNITY

Common agricultural policy - oils and fats

EEC REGULATION No. 136/66 published in the *Journal Officiel des Communautés Européennes* No. 172 of September 30, 1966 institutes the common organization of markets in oils and fats. Arrangements for olive oil came into effect on November 10, 1966 and arrangements for other commodities covered by Regulation No. 136/66 come into effect on July 1, 1967.

The organization for the market in this field follows the pattern of the basic regulations adopted since 1962 for other farm products (see page 886 of *Board of Trade Journal* of April 17, 1964).

For olive oil and products assimilated to it, a system of levies on imports from non-member countries is applied, and customs duties between Member States are abolished from November 10, 1966.

A series of regulations dealing with the details of the arrangements for olive oil were published in the *Journal Officiel des Communautés Européennes* of October 29, and November 7, 8, 9, 10, 15 and 18. The French text of these Regulations and of the basic Regulation No. 136/66 may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

In due course translations of these Regulations will be published by HMSO and details of their availability will be given in the *Board of Trade Journal*.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
51/66	Amending Regulation No. 102/64 as regards the method of calculating the deposit which shall be forfeit in the case of failure to import cereals	8d. (11d.)
57/66	Amending Regulation No. 150/64 concerning the system of refunds on exports to third countries in the beef and veal sector	8d. (11d.)
60/66	On refunds applicable to exports of processed products derived from rice and other cereals	10d. (1s. 1d.)
61/66	Fixing reference prices for outdoor tomatoes	5d. (8d.)
62/66	Amending the additional amount of levy on poultry eggs in shell	5d. (8d.)

Regulation for trade in processed agricultural products

REGULATION No. 160/66 of October 27, 1966 published in the *Journal Officiel des Communautés Européennes* of October 28 introduces a system of trade for certain goods derived from the processing of agricultural produce. It is to come into force on April 1, 1967.

On imports from third countries a charge is to be levied consisting of a fixed component (an *ad valorem* Customs duty) and a variable component, calculated each quarter by the Commission of the EEC, on the basis of the difference between the prices of the basic materials in the importing country and the average of the c.i.f. prices of imported material.

The French text of the Regulation, which gives details of the goods covered and the method of calculating the charges, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 479).

In due course a translation of this Regulation will be published by HMSO.

SPAIN

Opening of global quotas

THE SPANISH list of global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Value of licences for which applications invited	Applications to be presented between
		Million pesetas	
14	Varnishes, inks, pigments and similar preparations.	7·200	November 25 and December 26
15	Perfumery, toilet and cosmetic preparations	4·500	November 25 and December 26
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins.	7·920	November 25 and December 26

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import lists published in the *Board of Trade Journal* on August 5, 1966 (pages 364-373) and August 12, 1966 (pages 432-436).

Global import quotas

Page No.	Quota Serial No.	Tariff Statis No.	
365	53	32.07.40	Add to description: "Excluding zinc chromate and chrome yellows"

Liberalization List I

Page No.	Tariff Statis No.	
433		The description against Tariff No. 40.01.20 referring to RSS2 and RSS4 quality raw rubber has been split into two items as follows:
	40.01.20	Only Quality RSS4 raw rubber, latex and Quality Super IX crude rubber.
	40.01.20	Only Quality RSS2 natural raw rubber (for automotive tyre manufacturers and tyre recapping plants)—AID (2).
		Note: The second heading under this number on page 433 referring to RSS1 and 3 quality raw rubber remains as published.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

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DUBLIN	109 Grafton Street, Dublin. Tel. 73440
SHANNON	Shannon Airport, County Clare. Limerick 61640

INDIA

Export duties on tea

A NOTICE was published in the *Board of Trade Journal* of June 17 (page 1388) about Indian export duties which included a duty on tea. The Indian Government has now revised this duty with effect from November 11, 1966.

The revised rates are:—

Description	Rate
1. Tea, the value of which does not exceed Rs. 4 per kg.	80 Paise per kg.
2. Tea, the value of which exceeds Rs. 4 per kg. but does not exceed Rs. 8 per kg.	80 Paise per kg. plus 10 Paise for every increase of 50 Paise or part thereof in value in excess of Rs. 4 per kg.
3. Tea, the value of which exceeds Rs. 8 per kg. but does not exceed Rs. 12 per kg.	Rs. 1.60 per kg. plus 15 Paise for every increase of 50 Paise or part thereof per kg. in value in excess of Rs. 8 per kg.
4. Tea, the value of which exceeds Rs. 12 per kg.	Rs. 3 per kg.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2277).

LAOS

British Government aid

EXPORTERS participating in the British Government Programme of Commodity Aid to Laos are reminded that, to facilitate the speedy transit of goods at the port of Bangkok, the following documents must be submitted to the local agents (Express Transport Organization of Thailand): three copies of Bill of Lading, two copies of invoice and a Letter of Authorization. *Failure to submit these documents will result in delay and rental charges will be incurred.*

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE has been informed by cable that the Singapore Government have declared the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance 1959.

Industry	Product
Manufacture of Footwear	Footwear with plastic soles and uppers of leather, textile materials or PVC leather (minimum of 100,000 pairs per annum for export).

A preliminary notice of intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* of July 29, page 302. Further inquiries about the Pioneer Industries Legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 6197/4/G.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 1323 of November 25 issue.

AUSTRALIA

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-law

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Medicaments: Vasopressin	30.03	Free

Period By-laws

The following goods will be admitted under By-law provided they are entered as set out below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Tees, black, to which paragraph 73.11.11 applies, except tees: 1·25 in. x 1·25 in. 2 in. x 2 in. 1·5 in. x 1·5 in. 4 in. x 3 in. 4 in. x 4 in. being goods that are entered for home consumption on or before March 31, 1967	73.11	Free
Tubes, steel, rectangular hollow section, having a circumference of 12 inches or greater and conforming to B.S.S. 15 or B.S.S. 968 for material, being goods that are entered for home consumption on or before September 30, 1967	73.18	Free

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fire brigade and life saving appliances, including driving units, if any, imported, incorporated therein, being goods for use in connection with fire extinction or life saving, under security, as follows: Belts, life Explosion suppression and protection equipment, for suppressing explosions in inflammable atmospheres, comprising basically an explosion detector, explosion suppressor and ancillary AC/DC power pack, including associated equipment specially designed for use in conjunction with such explosion suppression and protection equipment Generators, foam Ladders, fire escape and fire Life jackets, of a kind used solely or principally for installation on ships or in aircraft for emergency purposes Lights, marker, disposable, which become functional only when immersed in water		Free
Esters to which paragraph 29.14.26 applies	29.14	Free
Polyethylene of the high density type, to which subparagraph 39.02.121 applies, for use in blow moulding or the coating of steel pipes, under security . .	39.02	Free
Rolls, printers', being hand tools	40.14	Free
Paper, as follows: For use otherwise than in the manufacture of toilet paper, facial tissue, paper serviettes, towelling, hairdressers' rolls, waxed paper and one-time carbon paper or as wrapping paper, under security. In sheets, the length of any side not to exceed 80 inches, having a f.o.b. price not less than $A334 per ton, that is shipped to Australia on or before December 31, 1966	48.01.11	Free
Paper and paperboard, as follows: Having a substance not exceeding 27 grammes per square metre, for use in the manufacture of carbon paper other than one-time carbon paper, under security	48.01.12	Free
Compressors, air, portable, of a maximum rated capacity not less than 400 cubic feet of free air delivered per minute at a minimum pressure of 100 lb. per square inch, including driving units imported incorporated therein	84.11	Free
Equipment for the injection of audio frequency signals into electrical power networks for remote control of consumer loading, being equipment consisting essentially of motor generator set, control panel and injection apparatus, including driving units imported incorporated therein	85.19	Free

(*Continued on next page*)

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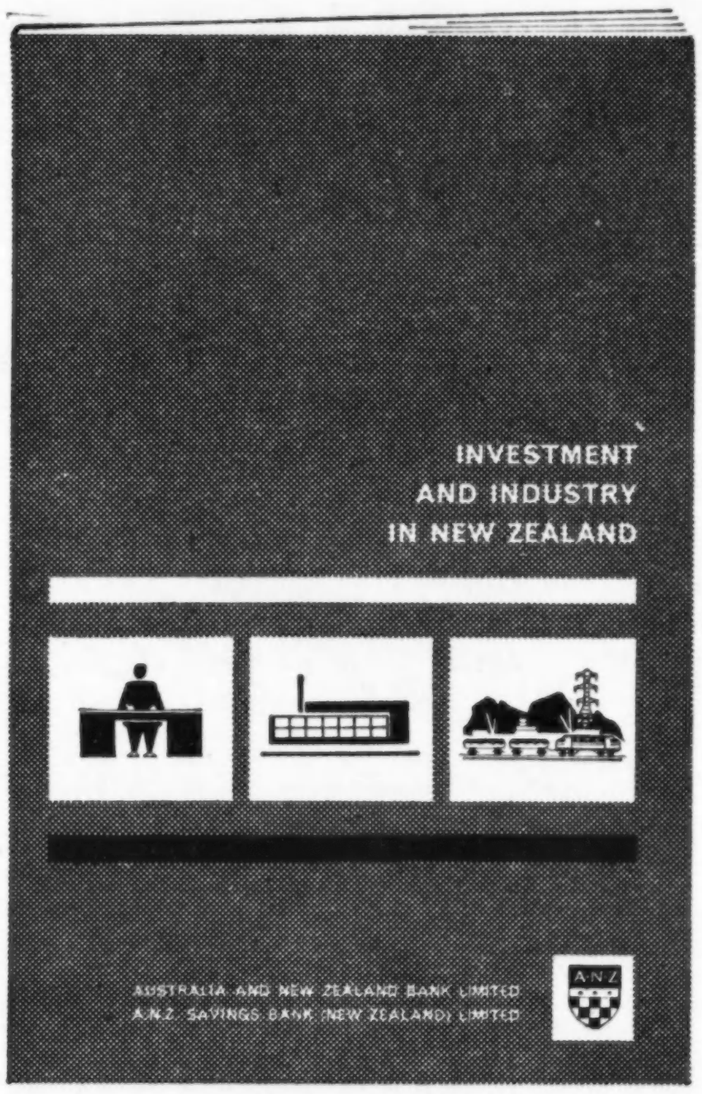

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AUSTRALIA, *continued*

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Paper and paperboard, as follows:		
For use in the manufacture of one-time carbon paper, under security; the By-law still applies to these goods provided that they are in direct transit to Australia on October 13, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on October 13, 1966, and are entered for home consumption on or before November 11, 1966	48.01.910	$52 per ton
Having a substance not exceeding 27 grammes per square metre, for use in the manufacture of one-time carbon paper, under security; the By-law still applies to these goods provided that they are in direct transit to Australia on October 13, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on October 13, 1966, and are entered for home consumption on or before November 11, 1966	48.01.921 48.01.929	$56·33 per ton 40%, less $4 per ton
Manila, oiled tympan; the By-law still applies to these goods that are in direct transit to Australia on October 20, 1966, and are entered for home consumption within 21 days after importation; or in bond in Australia on October 20, 1966, and are entered for home consumption on or before November 18, 1966	48.07.420	12½%

NEW ZEALAND

Revocation of some tariff concessions on articles and materials

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from December 1, 1966, as follows:

Goods approved under Item 448 of the Former Tariff

Rubber:
- Tackol No. 2 being an extract from coal tar pitch used as a softening ingredient in rubber compounds.

Sporting requisites:
- Bindings or rubberised tape, consisting of strands of cotton moulded with rubber into the form of a flat tape and used in binding tennis racquet frames.

Toys:
- Stampings, iron, raw and not built up, specially suited for making toys (except tricycles and tricycle wagons).
- Viscose yarn on declaration by a manufacturer for use by him only in making doll's hair.

Tributyl citrate.

Twine:
- Tragasol glaze for use in making a filling and polish for cordage and twines.

Upholstery:
- Twines, 2-16 ply of approved qualities, for making upholstery.
- Approved:
- Barbour, Wm. and Sons Ltd:
  - Needle and shuttle linen threads for use with mattress sewing machines.
  - Samson mattress twine Nos. 1, 2, 3, 4.
  - Upholsterers' satin twines Nos. 1, 2, 3, 4, 5, 6.
  - Upholsterers' twine No. 306.

Vacuum cleaners, parts for the manufacture of:
- Felt stampings for the manufacture of polishing mop attachments.

Vegetable lecithin containing over 1% of water.

Vehicles:
- Beading, metal, in lengths with or without a rubber or fabric insert, and with or without nails fixed therein, but not drilled, polished or otherwise worked.
- Channelling chromium plated metal, polished, but not bored or otherwise worked, with or without rubber strip inserts, for use in making louvres for the side windows of motor vehicles.
- Channelling or drip moulding, steel, not drilled or otherwise worked.
- Channelling, rubber, felt lined.
- Rope pulls specially suited for use as fittings for motor vehicle bodies.
- Rug ropes specially suited as fittings for motor vehicle bodies.
- Sleeves, celluloid, for vehicle hanger straps.
- The following fittings declared by a manufacturer for use by him only in making motor vehicle bodies:
  - Brackets, footrest, unhinged.
  - Brackets, straphanger (without straps)
  - Handles, body, other than door handles.
  - Handles, pull-to.
  - Rollers, curtain.
  - Silencers, window.
  - Strikers, match.
- Window fillets or frames of synthetic resin for finishing the windows of motor vehicles.

Veterinary medicines:
The following substances declared by a manufacturer for use by him only in making veterinary medicines:
Coroxon.
Dichlorophen.
Methyridine.
Montrel.
Phenothiazine.
Piperazine/carbon bisulphide.
Piperazine citrate.
Sodium benzoate.
Virginia No. 10 degreasing solvent.
Weed and scrub killing preparations:
Organic solvents and bases, as may be approved, specially suited for making weed scrub killing preparations.
Approved:
AB-1 weed killer base (American Chemical Paint Co.)
Bases Pt. (1), Bq., and If (1), used in making 2-4-D preparations (American Chemical Paint Co.)
Flashemuls B.
Stanvac heavy aromatic naphtha declared by a manufacturer for use by him only in making weed and scrub killing preparations.
Wool grease, refined (lanoline), imported in bulk in containers of not less than 2 cwt, declared by a manufacturer (a) that it will be used by him only in making veterinary medicines compounded in accordance with approved formulae and (b) that the veterinary medicines so compounded will not be repacked into packages of a less net weight than ½ lb.
Woolpacks:
Twine 1-5 ply of approved qualities declared for use only in making woolpacks.
Xanthate Z200.
Zinc stearate.

Details of the items concerned, together with the substantive tariff in force from December 1, 1966, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

CUSTOMS AND EXCISE Notice No. R.1861, which was published in *Government Gazette Extraordinary* No. 1595 of November 18, 1966, provides for a refund of the full duty on excisable goods withdrawn from marketing and returned to a customs and excise warehouse, provided such goods are suitable for reprocessing and are taken into stocks of materials for reprocessing.

UNITED STATES

Disposal of various commodities

Industrial diamond stones

Public Law 89-723, approved on November 2, 1966, authorizes disposal of approximately 1,800,000 carats of industrial diamond stones now held in the national and supplemental stockpiles.

Fused crude aluminium oxide

Public Law 89-724, approved on November 28, 1966, authorizes disposal of approximately 130,000 short tons of fused crude aluminium oxide now held in the national and supplemental stockpiles.

Battery-grade synthetic manganese dioxide

Public Law 89-726, approved on November 2, 1966, authorizes disposal of approximately 14,572 short dry tons of battery-grade synthetic manganese dioxide now held in the national stockpile.

Nickel

Public Law 89-740, approved on November 2, 1966, authorizes disposal of approximately 24,500,000 pounds of nickel now held in the national stockpile.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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Antifriction bearings and parts

ON NOVEMBER 2, 1966, the Director of the United States Office of Emergency Planning terminated an investigation under Section 232 of the Trade Expansion Act of 1962 ordered on October 21, 1964, to determine whether imports of antifriction bearings and parts were threatening to impair the national security.

Notice of the investigation was first published in the *Board of Trade Journal* of November 6, 1964.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Rubber tyre industry

IN THE *Board of Trade Journal* of September 9, 1966, notice was given of a proposal to rescind the Trade Practice Rules for the Rubber Tyre Industry promulgated on October 17, 1936.

The United States Federal Trade Commission rescinded these rules on October 26, 1966.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Labelling and advertising of wine

THE UNITED STATES Internal Revenue Service will hold a public hearing on January 16, 1967 in Washington DC to consider proposals to amend the Wine Labelling and Advertising Regulations (27 CFR Part 4) expressly to prohibit (a) the use in advertising and on labels of containers of wine and wine based products of a designation which, through trade or consumer understanding, is commonly applied to a distilled spirits product whether or not such designation is modified with the words wine, wine cocktail, or other words indicating that it is a wine or has a wine base; and (b) the use of any brand name, statement, design, or device in any advertisement or on any label for a wine or wine product which would indicate that it is, or is similar to, a distilled spirits product. The proposed amendment, however, would permit the use of the word 'cocktail' in wine advertising or on a wine label if modified or otherwise limited so as to negate any possible impression that it may refer to a distilled spirits product. All interested parties, in person or by authorized representative, will be given an opportunity to speak at the hearing. Written data, views and arguments will also be considered if mailed to the Director, Alcohol and Tobacco Tax Division, Internal Revenue Service, Washington DC 20224.

Further information about the hearing may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2404).

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JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purpose of the Jamaican Industrial Incentives Law, 1956.

Cutlery; dies, jigs, fixtures and tools for the production thereof and stampings necessary for the completion of such items; sterilized absorbent cotton and surgical and orthopaedic bandages of cotton or other fabric.

Notices that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 30, 1966, page 840; November 11, 1966, page 1235; and October 21, 1966, page 1037, respectively.

Export Industries Encouragement Law, 1956

THE FOLLOWING product has been declared an approved product for the purpose of the Jamaican Export Industries Encouragement Law, 1956.

Cigar wrapper.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated October 28, 1966, page 1093.

Applications for the status of 'approved products' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notices should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

ARGENTINA

Rate of exchange

ARGENTINE Central Bank Circular RC No. 309 of November 8 modifies the rate of exchange as follows:

Buying rate: 245 pesos per US dollar, or the equivalent in other currencies.

Selling rate: 255 pesos per US dollar, or the equivalent in other currencies.

BRAZIL

Transfer of Goods from Special to General Import Category

HM EMBASSY in Rio de Janeiro report that by Central Bank Resolution No. 41, the Special Category of imports will cease to exist as from March 1, 1967. By Resolution No. 425 published in the *Diario Oficial* of June 12, the following items have already been transferred from the Special to the General Category. No change in tariffs is involved. This is the fourth list of goods to be transferred from the Special to the General Category.

Tariff No.	Description
06.02	Cuttings, grafts and buds:
	001. Of olive trees
08.09	Other fresh fruit:
	002. Plums
	008. Apples
	010. Melons
	012. Pears
	014. Grapes
08.10	Fruit, dry or dried, dehydrated, roasted, salted or not, without added sugar, whole, in pieces or sliced:
	001. Plums
	004. Damsons
	012. Grapes

Tariff No.	Description
12.01	Oilseeds and oleaginous fruit, whole or broken
	001. Groundnuts
	002. Cottonseed
	004. Kapok or 'paina'
	005. Safflower
	006. Inedible coconut and jubea (babassu, copra and other)
	008. Croton
	009. Sunflower
	011. Castor seed
	013. Palm kernels
	014. Parilla
	015. Sesamum
	016. Soya
	017. Tung
	018. Other
12.02	Flour of soil seeds and oleaginous fruit:
	001. Groundnut
	002. Cottonseed
	003. Safflower (bastard saffron)
	004. Hempseed
	005. Rapeseed (colza)
	006. Inedible coconut and jubea (babassu, copra and other)
	007. Croton
	008. Kapok or paina
	009. Sunflower
	010. Flax (linseed)
	011. Castor seed
	013. Palm kernels
	014. Perilla
	015. Sesamum
	016. Soya
	017. Tung
	018. Other
12.04	Sugar beet, whole, in pieces or ground; sugar cane:
	001. Beet
	002. Cane
12.05	Chicory roots, fresh or dried, whole or cut, not roasted
12.06	Hops.
	002. Lupulin (hop flour)
15.03	Animal tallow, crude or rendered:
	001. Crude or in sticks
	002. Rendered, including 'premier jus'
15.04	Oleo-stearine (rendered tallow) not emulsified nor mixed or prepared in any way
15.05	Oleo-margarine, including tallow oil, not emulsified nor mixed or prepared in any way
15.06	Fats and oils, crude, obtained from fish and from all other marine animals:
	004. Only cod liver oil in bulk
15.07	Fats and oils, refined or purified, obtained from fish and from all other marine animals:
	004. Only cod liver oil, in bulk
15.08	Wool grease and fatty substances, derived therefrom, including lanolin:
	001. Crude wool grease
	003. Other wool grease products, excluding pitch and tar
15.09	Other fats and oils of animal origin, crude:
	001. Derived from egg yolk
	002. Derived from the feet of neat cattle
	003. Derived from bones
	004. Other
15.10	Other fats and oils of animal origin, refined or purified:
	001. Derived from egg yolk
	002. Derived from the feet of neat cattle
	003. Derived from bones
	004. Other
15.11	Fixed fats and oils of vegetable origin, crude:
	001. Of cotton
	002. Of sweet or bitter almonds
	003. Of groundnuts
	004. Of chaulmoogra
	005. Of coconuts
	006. Of colza
	007. Of croton
	008. On sunflower
	009. Of linseed
	010. Of castor seed
	011. Of maize
	012. Of nutmegs
	013. Of oiticica
	014. Of olives
	015. Of palm kernels
	016. Of the palm
	017. Of sesame seed
	018. Of soya beans
	019. Of tung
	020. Myrica oil (myrica wax)
	021. Vegetable tallow (Borneo and China vegetable tallow, Japan wax and the like)
	022. Other
15.12	Fixed fats and oils of vegetable origin, refined, deodorized or not:
	001. Of cotton
	003. Of groundnuts
	005. Of coconuts
	008. Of sunflower
	009. Of linseed
	010. Of castor seed
	011. Of maize
	013. Of oiticica
	015. Of palm kernels
	016. Of the palm
	017. Of sesame seed
	018. Of soya beans
	019. Of tung
	020. Myrica oil (myrica wax)
	021. Vegetable tallow (Borneo and China vegetable tallow, Japan wax and the like)
	022. Other
15.13	Mixed oils, mixed oils and fats, mixed fats; prepared fats
15.14	Acid oils
15.15	Oil residues
15.16	Soap-stocks
15.17	Oils, boiled, oxidized or blown, but not hydrogenated or sulphonated:
	002. Other
15.18	Stand oils:
	002. Other
15.19	Sulphurized oils
15.20	Degras:
	001. Natural
	002. Artificial

Tariff No.	Description
15.21	Fatty acids:
	001. Impure stearic acid (commercial stearine)
	002. Impure oleic acid (oleine)
	003. Other
15.22	Glycerol:
	001. Glycerol lyes
	002. Purified, clarified or distilled
	003. Partly purified (yellow glycerol)
15.23	Oils and fats, hydrogenated only
15.24	Margarine
15.25	Spermaceti:
	001. Crude or rendered
	002. Refined
15.26	Beeswax and other insects' and animal waxes, not elsewhere specified or included:
	001. Beeswas, in the raw state
	002. Beeswax, white
	003. Other
15.27	Vegetable waxes:
	001. Candelilla
	002. Sugar-cane
	003. Carnauba
	004. Esparto
	005. Ouricury
	006. Ocotilla
	007. Palm
	008. Other
15.28	Residues from the treatment of waxes or fats, not elsewhere specified or included
17.02	Other sugars not elsewhere specified or included, even if in the form of non-aromatized and uncoloured syrup:
	001. Galactose
	002. Glucose
	003. Lactose
	004. Laevulose (fructose)
	005. Maltose
	006. Other
17.03	Honey substitutes, whether or not mixed with natural honey
22.08	Ethyl alcohol, denatured or not:
	001. Raw or rectified
	002. Absolute or anhydrous
22.10	Vinegar
24.03	Tobacco extracts and essences, with or without added cane sugar, molasses or other ingredients, other products containing tobacco:
	001. Extracts and essences
	002. Other
33.04	Mixtures with a basis of essential oils or essences, natural or synthetic, capable of being used as raw materials in the perfumery, food, drink or other industries:
	002. Only dried stabilized preparations, based on natural orange essence, used as a raw material in the pharmaceutical industry
40.04	Sheets, plates or strips of unvulcanized rubber
40.05	Other articles of unvulcanized rubber, not elsewhere specified or included:
	001. Rubber adhesives applied on paper, fabric, plastic materials or a support of other substances
	002. Rubber emulsions, solutions or dispersions
	003. Textile thread impregnated with rubber
	004. Other
40.14	Hardened rubber (ebonite) in sticks, sheets, bulk, plates, profile shapes or tubes; scrap, powder and waste:
	001. Waste, in bulk, powder and scrap
	002. Sticks, profile shapes and tubes
	003. Sheets and film
41.10	Artificial or composition leather containing leather or leather fibre, in sheets, plates or rolls
44.13	Veneered panels, plywood
44.14	Cellular wood panels, whether or not of veneered panels or of plywood
44.15	Reconstituted wood, in sheets, plates, planks and similar forms:
	001. With tenors, mortices, holes, varnished, painted or worked in a similar manner
	002. Plain
44.16	Mouldings and beadings, in the length, not cut
44.17	Frames, assembled or not
44.18	Kegs, pails, hogsheads, barrels, tubs, pipes, quarter-casks, butts, tuns and other coopers' wares:
	001. Staves
	002. Kegs, hogsheads, barrels, pipes, quarter-casks and tuns
	003. Pails, buckets, tubs and butts
	004. Other
44.19	Builders' carpentry and joinery; prefabricated and sectional buildings, of wood
44.20	Tool handles, broom and brush handles and similar handles
44.21	Bobbins, spools and tubes:
	002. Other
44.22	Boxes, cases and etuls
44.23	Other manufactures of wood:
	001. Needles, bodkins, shuttles and the like, for crocheting, filet making, knitting, embroidering or ornamenting
	002. Needle-cases
	003. Sieve frames
	004. Saddle-trees
	005. Embroidery frames, hoops and grills
	006. Trunks, hat-boxes and chests, with or without drawers or garment hangers
	008. Ladders
	009. Toothpicks, match splints, nail-cleaners and the like
	012. Rules, squares, curves, T-squares and the like, without metric divisions, with or without metal edge
	014. Other:
	03. Any other
48.07	Paper, and paperboard, coated (including surface-coloured, surface-decorated or printed) or impregnated:
	003. Paper and paperboard, surface-coloured, embossed, fancy, or printed with trade marks or traders' names
	006. Paper and paperboard, tarred or bitumenized, whether or not covered with sand, flint or glass, for roofing or other purposes
	009. Fabric-covered paper and paperboard
48.19	Bobbins, spools, cops, tubes and similar supports for spinning and weaving, for winding yarn, paper and fabrics and for other purposes
49.06	Architectural engineering and other plans and industrial drawings, executed by hand or obtained by photographic reproduction or by any other process; manuscripts or typescripts:
	001. Sketch, plan or industrial drawing, executed by hand, obtained by photographic reproduction or by any other process, *without commercial value*
49.11	Prints, photographs, engravings, pictures and other printed matter:
	002. Trade catalogues, advertisements, prospectuses and other publicity printed matter, including posters of any kind whether or not in relief, single or multi-coloured:

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BRAZIL, *continued*

Tariff No.	Description
	01. Catalogues, leaflets, manuals and similar publications of a technical nature, without commercial value, relating to the operation, maintenance, repair or utilization of machinery, appliances, vehicles and any other article of foreign origin
	02. Any other
59.19	Other fabrics for industrial use:
	010. Other
70.08	Containers of all shapes and kinds, for packing
70.13	Illuminating and signalling glassware
73.14	Rails, rack-rails, accessories and spare parts, including switch blades, crossings, crossing pieces, points, sleepers and the like, fishplates and sleeper screws, of all shapes and types, for railway and tramway lines:
	003. Iron or steel sleepers
76.20	Collapsible and other tubes for packing goods; capsules and covers for glass and bottles (aluminium)
78.07	Collapsible and other tubes for packing goods (lead)
79.07	Collapsible and other tubes for packing goods (zinc)
80.11	Collapsible and other tubes for packing goods (tin)
83.01	Locks, with or without keys, of base metal
83.02	Padlocks, with or without keys, of base metal
83.03	Keys, finished or not, of base metal
83.04	Strap-hinges, hinges, flap-hinges, hinge-pins and the like, with or without spring, for windows, furniture and doors, of base metal
83.05	Knockers, door-rappers, mascarons, door bars and the like, of base metal
83.06	Handles, slide-bolts, door and drawer knobs, latches, catches and the like, of base metal
83.07	Fasteners for windows, furniture or doors, with or without chain, including casement bolts, of base metal
83.11	Rollers and castors, of base metal, with or without parts of other materials, for curtains, cabinets, furniture, doors, refrigerators and similar purposes
83.12	Strong-rooms, strong boxes, safes, strong-room linings and strong-room doors, of iron or steel
83.23	Candelabra, candlesticks, standard lamps, chandeliers, ceiling lamps, lampshades reflectors and other similar articles for lighting premises and the like, of base metal:
	Only spotlights with glass or metal reflector and lens, except ordinary reflectors which do not concentrate the light rays in a beam
91.05	Other clocks and watches, electric or not:
	006. Clocks for motor and other vehicles
	008. Other clocks, including electric clocks:
	02. Other
92.01	Upright pianos and grand pianos, including mechanical pianos and harpsichords:
	004. Other
92.03	Parts and components for harmoniums and pianos:
	004. Harmonium mechanisms
	006. Keyboards and keys of ivory or other materials
	007. Other
94.01	Furniture:
	001. Of iron or steel
	002. Of wood
	003. Of osier
	004. Other
97.07	Hunting and fishing requisites:
	002. Floats, markers and sinkers
	007. Fishing nets
98.05	Erasing pencils, drawing or writing pencils and leads; tailors' chalk, billiard chalk, drawing or writing chalk:
	005. Drawing or writing chalk.

Customs tariff

HM EMBASSY in Rio de Janeiro has reported that by a Customs Policy Council Resolution No. 439 published in the *Diario Oficial* of September 21, the *ad valorem* tariff on maleic anhydride (toxilic) has been raised from 10 per cent to 40 per cent.

Tariff no.	Item	Duty
29.15.010	Maleic anhydride (toxilic)	40%

This Resolution became effective 15 days after its publication in the *Diario Oficial.*

NIGERIA

Customs tariff amendments

TELEGRAPHIC INFORMATION has been received from Lagos about certain reductions of import duties in the Nigerian Customs Tariff.

The Customs Tariff (Duties and Exemptions) (No. 4) Order, 1966, effective from November 24, reduces the import duty on 15 broad categories of goods including: Meat, certain fresh or processed vegetables and fruits, raw sugar, liqueurs and rum, medicaments, fishing floats, cushions, mattresses and pillows, motor vehicle tyres and tubes, cameras, projectors and parts and accessories, certain wood manufactures and furniture, woven fabrics of man-made fibres and of cotton, steel bars, tubes, pipes and fittings, industrial machinery parts in tariff No. 84, 63/65, passenger cars, chassis fitted with engines. An alternative specific duty has been levied on plastic tiles. All buses and coaches under 87.02 C are now liable to 10 per cent *ad valorem.*

Full details are expected to be available for publication in next week's *Board of Trade Journal,* but in the meantime any inquiries should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

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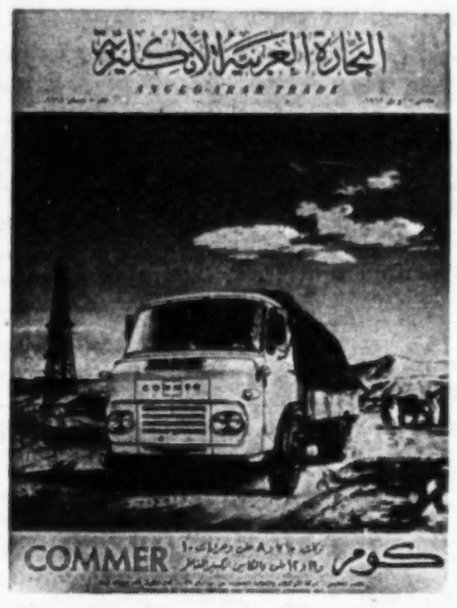

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	11 Nov. 1966
Mileage and traffic (M)	18 Nov. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	14 Oct. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	18 Nov. 1966
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	4 Nov. 1966
New companies registered;	
Gt. Britain (M)	25 Nov. 1966
N. Ireland (M)	25 Nov. 1966
Credit:	
Instalment credit business (M)	11 Nov. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 Sept. 1966
Production, exports and orders (M)	25 Nov. 1966
ECGD business (Q)	4 Nov. 1966
Film industry:	
British Film Fund Agency returns (M)	18 Nov. 1966
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	18 Nov. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	4 Nov. 1966
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	This week
Foreign trade of the UK:	
Unit value and volume index nos. (M)	11 Nov. 1966
Value of overseas trade (M)	25 Nov. 1966
Gold and convertible currency reserves (M)	11 Nov. 1966
Hairdressing trades turnover (M)	18 Nov. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	18 Nov. 1966
Business (M)	11 Nov. 1966
Industrial building provisional figures (Q)	28 Oct. 1966
Industrial production:	
Index nos. (M)	25 Nov. 1966
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	18 Nov. 1966
Machine tools deliveries and orders (M)	18 Nov. 1966
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	30 Sept. 1966
Deliveries (Q)	4 Nov. 1966
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	25 Nov. 1966
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	This week
Retail prices index (M)	25 Nov. 1966
Retail trade:	
Index nos. (M)	11 Nov. 1966
N. Ireland index (M)	This week
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	25 Nov. 1966
Stocks:	
Manufacturers, wholesalers and distributors (Q)	14 Oct. 1966
Retail (M)	11 Nov. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	18 Nov. 1966
Cotton production (M)	18 Nov. 1966
Wholesale houses sales (M)	18 Nov. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	18 Nov. 1966
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	18 Nov. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	18 Nov. 1966

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	25 Nov. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	25 Nov. 1966
Official Receivers offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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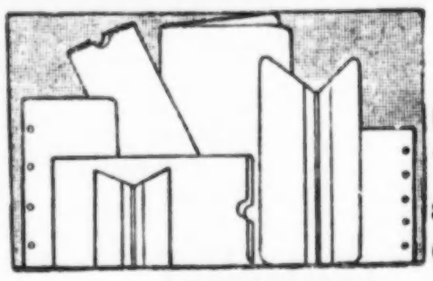

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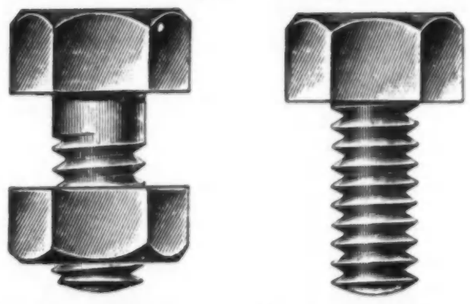

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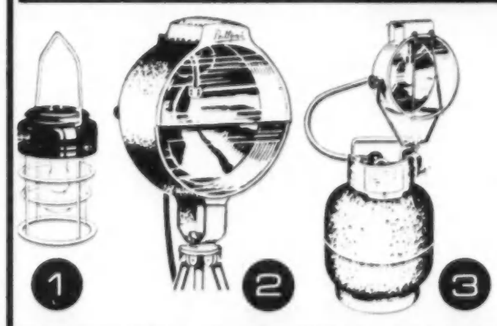

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